

Austral Scir 20 Incheson Ro 2500 Philippinas Per 20 Bahrain Ban. 8550 Innet NS 3 50 Portugal Err 20 Bahrain 687 45 Innet NS 3 50 Portugal Err 20 Bahrain 687 45 Innet NS 500 Sepannier SS 4 10 Copus Crysta Deviant Deviant Ros 500 Span Per 125 Dominast Dev 20 Dominast Dev 20 Bahrain Feb 500 Span Per 125 Dominast Dev 20 Bahrain Feb 500 Span Per 125 Dominast Dev 20 Bahrain Feb 500 Span Per 125 Deviant Ros 30 Feb 500 Sepannier SS 7 20 February FF 6 00 Indoor Per 30 Sepannier SF 7 20 Bahrain FF 6 00 Indoor Per 30 Bahrain Feb 50 Indoor Per 30 Bahrain Per 30 Bahra

FINANCIALTIMES

EUROPE'S BUSINESS NEWSPAPER

Friday August 15 1986

frontier develops, Page 10

Chemicals: a new

World news

Violence escalates in South The case of the ca Africa

Political violence in South Africa increased sharply, with trouble centured a 29 per cent drop in profits tred on Soweto township near Joto F1 82.2m (\$35.7m) in the first creased sharply, with trouble cen-tred on Soweto township near Jo-hannesburg. Black students pro-testing against the presence of se-curity forces burnt new identity cards and attacked vehicles and

and continued of the

The second second

Charles Many 6

see but a little part

it something the

Cream being Se

CHASES OF US FO

14 miles

4 (77.6) 4

Catumate

COMPANY

Total 1665

(5-24) (egg)

In the black homeland of KwaNdebele, nine blacks killed a of year-old woman and security men opened fire, killing one of the attackers, the Bureau of Informa-tion said. Nordic pressure, Page 2; mines dispute, Page 3

Marcos 'coup plot'

Philippine Defence Minister Juan Ponce Enrile said he had evidence that supporters of ousted leader Ferdinand Marcos were plotting a fresh coup attempt about the time President Corazon Aquino visits the US next month. Aquino's distrust,

Seoul not police

Thousands of riot police cordoned off the headquarters of South Korea's main opposition party to pre-vent a mass turnout at a raily called to denounce the alleged torture of detained dissidents.

Bomb hits Beirut

A car bomb ripped through a narrow street in Christian east Beirut in the rush hour, killing at least 20 people and wounding 100. It was the eighth booky-trapped car to explode in the Christian sector this year,

Gulf raid killed 16

Sixteen crewmen were killed on the Iranian owned supertanker Azarpad in Tuesday's Iraqi raid on Iran's Gulf oil terminal at Sirri Island, survivors said. The toll was the highest in a single strike on exchange rate index fell 0.1 to 71.4. shipping during the six-year-old Page 25
Gulf war. Iran moves oil statage, GOLD fell \$0.75 to \$384.75 on the

Aid for Contras The US Senate voted 53 to 47 to ap-

prove President Reagan's \$100m package of military aid for Contra guerrillas fighting the left-wing Sandinista government in Nicara-

Spain-PLO move

Spain granted official status to the Palestine Liberation Organisation (PLO) mission in Madrid in what is seen as an attempt to balance its opening of diplomatic relations with Israel and enhance its role in

Airlift to Sudan

The Red Cross launched an emergency food airlift to ease the mass starvation that threatens southern Sudan as a result of civil war.

Tamii peace talks

Moderate Tamil leaders returned to Sri Lanka from India to resume peace talks with the government. Separatists Tamil guerrillas set off a landmine in front of a military jeep but no one was huri, Page 2

Vietnam release

President Reagan welcomed the release of an American citizen by Vietnam. Robert Schwab, 43, of At-lanta, Georgia, was detained more than a year ago when he arrived in a small boat in search of his Vietna-

Chess game draw

Defending chess champion Garry Kasparov and challenger Analoly Karpov agreed to draw the seventh game in their world chess championship. The score is 3% to 3% with one victory each.

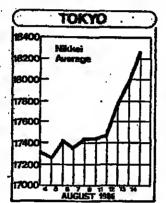
Business summary

No. 30,007

KLM profit falls by 29%

quarter due to smaller revenue re sulting from stiffer competition and the sharply lower dollar. Page 13

TOKYO share prices closed higher for the sixth consecutive day fuelled by expectations of co-ordinated in-terest rate cuts. The Nikkei market average gained 263.95 to finish at a record 18,264.71, Page 32



WALL STREET: The Dow Jones in

LONDON: Equities continued to rise and gilts were also higher. The FT Ordinary share index finished 22 higher at 1,263.2 and the FT-SE 100 index rose 7.2 to 1,588.2. Page 32

DOLLAR fell in London to DM 2.0620 (DM 2.0700); SFr 1.6620 (SFr 1.6700); FFr 6.7075 (FFr FFr 6.7350) and Y153.70 (Y154.25). On Bank of England figures the dollar's ex-change index fell 0.4 to 110. Page 25

STERLING rose in London to \$1.4935 (\$1.4860); FFr 10.0175 (FFr 10.0075); Y229.50 (Y229.25) and DM 3.0800 (DM 3.0750) but was un-changed at SFr 2.4825. The pound's

exchange rate index fell 0.1 to 71.4. London bullion market. It fell in Zurich to \$384.20 from \$385.50.

In New York the Comex December settlement was \$393.70.

BANK OF FINLAND took a cau tious step towards lowering short-term interest rates by cutting the call money rate to 35 per cent from the record 40 per cent level set a week ago to stem speculation against the Finmark. Page 2

EUROPEAN Commission in Brussels and the Bo nn Government are launching an investigation into the plens by Daimler-Benz to build a new DM 1.8bn (\$869m) car plant in Baden-Württemberg. There are su-spicions that help from the local state government might contravene competition and subsidy regulations in the Community. Page 12

PLESSEY, UK electronics group, increased first quarter pre-tax profits by 10.5 per cent to £43.3m (\$54.3m). Page 17; Lex, Page 12

PHARMACIA, Swedish pharmacerticals and biotechnology group, reported a 16 per cent increase in profits after financial items for the first six months of this year.

ASRA, Swedish electrical engineering group, boosted its turnover by 32.3 by cent in the first six months of the year to SKr 22.7bn (\$3.3bn), helped by the invoicing of the Os-karshamn 3 nuclear power station.

DALLAS real estate syndicator Craig Hall, who has been negotiating since January to restructure more than \$700m in debt, has filed a \$275m damages suit in Dali, Detroit against the Federal Savings and Loan Deposit Insurance Corpora-

SAGA PETROLEUM, independent Norwegian oil company, reported a doubling of half-year profits over a year earlier to NKr 342.6m (\$46.9m) despite sharply increased operating

Bangemann says German growth on target for 3%

WEST GERMANY'S gross national product (GNP) grew by between 1.5 and 2 per cent in the second quar-ter, allowing Mr Martin Bange-mann, the Economics Minister, to claim yesterday that the country was on target for a respectable 3 per cent expension for the whole of 1986.

Mr Bangemann's remarks came at a press conference at which he again seized the chance to reject demands, from the US in particular, that Bonn should do more to stimulate growth. He argued that the second quarter pick-up was proof that West Germany was already doing as much as it could to serve as a "locomotive" for the global economy.

The improved second-quarter performance came after a disap-pointing first three months when total output contracted by 1 per cent

In the second half, we need an- the weakness of the dollar.

get 3 per cent for the whole year," Mr Bangemann said. "But recent experience shows that in West Germany, the second half is usually better than the first." Yesterday's characteristic ebullience on the part of the minister was

based on further evidence that domestic demand, chiefly in the shape of corporate investment and private consumption, was taking over from exports as the principal generator Although the real growth of exports was now down to between 1

per cent and 2 per cent, demand at home was running 4.5 per cent ahead of 1985. This in turn had connearly 7.5 per cent in volume terms in the first half. The Economics Minister has also

produced detailed figures designed to show that despite appearances to from the final quarter of 1985. It means, according to Economics Ministry estimates, that GNP for the first half as a whole was running about 2.5 per cent above the terms in response to the recent uplevel of 1985.

terms in response to the recent upward valuation of the D-Mark and slight fall in average unemploy-

DM 50.3bn (\$24.2bn), surplus in the first half of 1986 would have dropped to DM 19.7bn had export and import prices stayed at 1985 levels. Instead, import prices were 15 per cent lower thanks to the slump in oil prices and the strength of the D-Mark, while export prices were only 2.8 per cent down. Of the actual surplus, DM 30.8bn was due

to price fluctuations alone. Mr Bangemann said that the up-swing would stretch into a fifth year in 1987, accompanied by continuing price stability. Although he refused to venture an exact prediction, Mr Otto Schlect, his state secahead of 1985. This in turn had con-tributed to a jump by imports of retary at the ministry, said that cur-rent budgeting was based on the assumption of further growth of 3 per

> The improvement may also spill over into the employment market. Bonn reckons that 3 per cent slight fall in average memploy-ment to 22m from 23m last year.

Bundesbank may cut key rates by end of month

BY JONATHAN CARR IN FRANKFURT

drop its key interest rates shortly, last weekend, following its first thorough policy The Bundesbank has concluded following its first thorough policy

The cuts could come as early as August 28 when the central bank council holds its next meeting, but at present, a date in September is considered more likely.

cuts can be co-ordinated with other leading nations. Yesterday's council meeting came

growth, thus increasing imports and helping to cut the US trade def-

The latest appeal is understood to have been relayed to Mr Karl Otto Pöhl, the Bundesbank president, by Pöhl, the Bundesbank president, by Mr Paul Volcker, chairman of the dropped to around DM 2.96, more

THE BUNDESBANK looks set to US Federal Reserve Board, in talks than 50 per cent below the level at

review yesterday after the summer that from the purely domestic view- ning of this year. point there is no case for dropping It notes that second-quarter eco- drop sharply - further sque

weak start to the year, use of manu- man exports. The exact timing depends not facturing capacity is high, industri-least on whether the dollar contin- al investment is buoyant and comues its rapid fall and how far rate panies broadly have plenty of cash. With money supply still exceeding the target set last year, the Bun-

desbank fears a further relaxation in the wake of renewed appeals by of policy might feed inflation rather the US to its partners to take further action to boost economic growth. Despite all that, external factors

are now counting more heavily for the Bundesbank than when the council held its last, pre-holiday meeting in July.

the start of 1985 and some 20 per cent down on the level at the begin-It is feared that if the Fed went ahead with another cut in the US

the discount rate, cut to 3.5 per cent ahead with another cut in the US in March, or the lombard rate, re-discount rate (currently 6 per cent) duced to 5.5 per cent last August - on its own, the dollar rate would nomic growth was strong after a the price competitiveness of Ger-

at is also re gan administration needs some evidence of help from partner countries if it is to stave off strong threats of protectionist action by

The Bundesbank does not believe that a drop of, perhaps, 0.5 percent-age point in the German discount rate would of itself have much effect on the exchange rate and trade

But it is felt that action taken at about the same moment with Japan

and other European partners could have a psychological impact on cur-Continued on Page 12

DANISH KRONE

DKr falls on trade gap fears

By George Graham in London and Hilary Barnes

THE DANISH krone fell sharply yesterday as concern mounted over the country's balance of payments deficit. The krone displaced the Belgian franc as the weakest currency within the exchange rate mechan-ism of the European Monetary System as it fell to an exchange rate of DKr 3.76 to the D-Mark, close to its

lowest permitted level.

The non-Socialist minority gov ernment is expected today to weaken its longstanding commitment to eliminating the persistent balance of payments deficit, which in the first half of the year rose to a record DKr 18bn (\$2.3bn). When the draft 1987 budget is

presented today, the government is expected to promise to eliminate the deficit "within the next few years." When Mr Poul Schlüter's administration took over in 1982, it aimed to restore the current ac-count to balance "within three or four years." This was later adjusted to "by 1988."

The government is expected to concede that the current account deficit this year will be of the same magnitude as last year's record DKr 28.4bn - equivalent to 4.6 per cent of gross domestic product.

The Danish currency has for some time been one of the weeker members of the EMS mechanism. and many analysts were surprised that Denmark did not take the opportunity to devalue at the time of the major EMS realignment called for by France in April. The krone was, in fact, revalue

per cent revaluation of the D-Mark led to an effective reduction in its permitted exchange rate band against the major EMS currency. If the Danish currency's D-Mark exchange rate falls to DKr 3.78, the Danish central bank is obliged to defend it either by buying it in foreign exchange markets or by rais-

ing interest rates.

Currency analysts argue that a devaluation is unlikely in the short Continued on Page 12 Australian current deficit worsens, Page 12; Currencies, Page 25

Guinness sells **BP** shares in block trade

BY LIONEL BARBER IN LONDON

D 8523 B

GUINNESS, the UK brewing and the takeover of Distillers last the first hig "block trade" of shares spring, and Guinness had made it the first hig "block trade" of shares clear that it intended to sell the seen in London, by selling its entire shares.

18.8m shareholding in British Petroleum for £108.3m (\$161.3m).

The deal was arranged by UK inducted with inquiries about the undested which had descreed the distance of the state of the stat

brokers Hoare Govett and the US disposal which had depressed the investment bank Salomon Broth- BP shares price. This was exacer-

ers.

Hoare Govett and Salomon bought the stake for a net 575p per share and then distributed the recovered and BP shares rose. Salblock at 576%p in the UK and world- omon bid a firm price for the shares wide within 90 minutes. The deal, this week and we went ahead," Mr involving an element of risk as both Duffy said. Hoare and Salomon took the shares on their books as principals, gives a BP shares falling 5p yesterday foretaste of the deals expected to morning, but Salomon and Heare feature regularly after the Big Bang stuck to the original terms of 2 3 deregulation of share trading in per cent discount on Wednesday's closing price of 590p. "It was a gutsy eregulation of share trading in per cent discount on Wednesday's closing price of 590p. "It was a gutsy performance," Mr Duffy said.

ing, Guinness has yet to satisfy the London Stock Exchange over the content of its shareholders' circular explaining controversial board issue was five times oversubhanges involving the appointment scribed. of Mr Ernest Saunders as group chairman and chief executive. Hard block worldwide, with the Far East bargaining is continuing and the and Australia featuring prominent circular is likely to be delayed until next week.

The stock exchange, backed by the Bank of England and the De-partment of Trade, wants a public expression of regret and a full ac-The Guinnes count of why Guinness scrapped the pledged appointment of Sir Thomas Risk, Governor of the Bank of Scotland, as non-executive chairman, following the successful 2.5bn takeover of Distillers. The BP stake was inherited in

tillers and closed last night up 8p at Continued on Page 12 Share market report, Page 32

Rumours of the hig placing sent

Hoare Govett took 80 per cent of

the BP stake and placed the shares

with about 125 UK institutions. The

Salmon distributed its own share

ly. Only a small proportion went to the US, according to Mr Stephen

Brisby, vice president responsible for UK corporate finance at Salom-

The Guinness stake represents around 1.03 per cent of BPs ordi-

nary shares. The shares stood at

535p when Guinness took over Dis-

Bhutto is held after riots in Pakistan

BY MOHAMAD AFTAB IN ISLAMABAD

PAKISTAN'S security forces ar- In Lahore about 1,000 protesters rested Miss Benazir Bhutto, the stoned riot police, overturned cars country's most prominent opposition leader yesterday, shot dead the with police which lasted two by 1 per cent then, although the 3 four of her supporters and wounded hours. and Karachi.

were also arrested, adding to the hundreds of political activists detained earlier this week.

demonstrations by reduning the supporters in a major show of strength on Independence Day.

She was served with a 30-day de-

several more as anti-government Miss Bhutto, leader of the Pakis riots erupted in the cities of Labore tan People's Party and daughter of

the former Prime Minister Zulfikar Other top opposition leaders and Ali Bhutto, had earlier defied a gov ernment ban on political rallies and their supporters across the country demonstrations by leading her sup-

Police used baton charges, tear tention order as she addressed a gas and bullets to quell the worst crowded press cooference in Karapolitical unrest since eight years of chi. Before being led away to the martial law ended and a civilian city's central jail, Miss Bhutto said government was installed last De- that over 1,000 supporters of the 10-Continued on Page 12

The Peterborough Effect

Soviets may buy EEC grain as US pressed to raise subsidy

BY TIM DICKSON IN BRUSSELS AND NANCY DUNNE IN WASHINGTON.

that large Soviet cereal purchases from the EEC might be imminent. The EEC move, which is unusual

sels - in part at least - as a re-sponse to US efforts to boost wheat sales to the Soviet Union by offer-It is likely to intensify competition in the glutted world grain mar-ket, where prices have been falling

sharply in the past few months as a result of attempts by rival exporters to maintain market shares. It also comes amid mounting pressure on the Reagan administra-tion to increase the subsidy on the

3.85m tonnes of wheat it has offered

The US Department of Agricul-

ture has offered an export "bonus"

worth \$13 a tonne to bring prices

down to what officials say is the go-

THE EUROPEAN Community yea- ing market level. But the Soviets stocks purchased automatically unterday agreed plans to export Im have yet to commit themselves and der the official price intervention tonnes of its surplus grain stocks Washington lobbyists and some in scheme – is near a record high at alfrom the beginning of next month, amid speculation among traders guing that a substantially higher that large Soviet cereal purchases sum might be necessary to attract maintain as the dairy sector, the

controversy among other wheat EEC budget.
exporters such as Australia, CanaIronically, at this time of year, is seen in Brusda and Argentina, which are alload stocks coincides with forecasts of a sharp reduction in the EEC cettee financial damage they will interest the financial damage they will be applied to the finan cur as a result of what they describe as unfair trading practices by the US. Few details were provided yester-

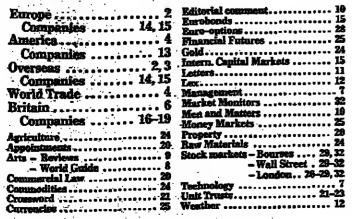
day of the proposed EEC sales which will be made on a tender basis, probably over the next three to four months. But it is widely expectfour months. But it is widely expected that the Soviets will be interested. Algeria and East European rise - in marked contrast to what is countries are among other potential

buying. storage and disposal of cereals is a heavy burden on the hard-pressed Ironically, the latest move to off-

of dry weather in Spain and France. The European Commission has re-vised its estimate for the total crop down to 145m tonnes; at least 15m tonnes below the 1985 figure. This has caused grain prices

happening outside the Community. One intention of the EEC's move The Community is already on yesterday, officials said, was to prerecord as saying that it will match pare the way for big export sales US subsidies on world markets without causing European prices to where necessary. Its grain surplus - firm further.

__ CONTENTS -



Management: Sanyo's UK Lex: Royal Insurance; BBA; union experience 7 Guinness; Plessey 12

East bloc: Western videos Editorial comment: West feed an appetite 2 Germany; UK unions 10 Thailand: military retains Chemicals: a new frontier Peru: preparing to go it alone South Africa: Botha draws Technology: UK companies North Korea: a country in a

ハンベン

Video films feed East bloc appetites for the West

independent trade union, to vic-tory in Gdansk—at least on video recorders playing to appre-cative audiences in cramped Polish Catbolic Courch, which

distributed by an underground publishing house which has branched out into a hooming industry in Poland-video rentals. Church parishes are using their oewly-hought video recorders to screen Pope John Paul II's triumphal visit to Poland in 1983 and the emo-tional funeral of Father Jerry Popieluszko, who was murdered by Interior Ministry officials in 1984.

The video recorder is rapidly eroding the Communist party's control of information and culture in Poland, a process hegun years ago with the Polish lan-guage hroadcasts of Western radio stations. Well over 100,000 private video recorders in Poland are being fed with un-official and often illegal domestic videos and with a flood of im-

Polish flats.

The Solidarity film is being is trihuted by an underground oublishing house which has West for making pornography a husiness.

Another favourite among Poles, especially younger audiences, is the "Ramho" film in which the evil forces of Communism are dealt lethal blows. Polish psychologists say this speaks volumes about the political radicalisation of young Poles since Solidarily was crushed by martial law in December 1981.

December 1981.

The recorded cassettes are smuggled into Poland in the nooks and crannies of cars. trucks, aircraft and ships. Distributing and showing such videos is subject to a Zl 1m fine. But the authorities, while these large interpretations in dependent distri-Poland are being fed with unofficial and often illegal domestic videos and with a flood of imported Western cassettes.

Polish workers and intellectuals squeeze into tiny darkened flats to see the latest illegal hard pornographic videos smuggled from the West.

fine. But the authorities, while threatening independent distributors with legal sanctions, are mainly concerned with tracking down the purveyors of Polishmade oppositional films who are given stiff prison sentences.

Apari from the hlacklisted videos which are advertised by word of mouth, 40 officially

LECH WALESA is still leading Rented by entreureneurs at Solidarity, Eastern Europe's first Zi 10,000 1542) for 24 hours. Apart from blacklisted videos which are advertised by word of mouth, forty officially registered private video rental clubs cater to the hunger for recent Western films which the Polish Government cannot afford to buy.

> registered private video rental clubs cater to the hunger for recent Western films which the recent Western films which the Polish government cannot afford to buy. The clubs are kept well supplied by Poles returning from trips to the West and hy foreigners. When the films are screened for content and cleared, and Polisb customs has extracted duty, the video clubs advertise their films in the local newspapers at Z1 5,000 (£20) per video for a 24-bour rental. In an attempt to compete In an attempt to compete with the growing private video sector, the Government has set up its own lending library of exclusively Polish films which

still brought into the country

Zl 20,000. Pewex sold 5,600

video recorders last year, and

15,000 in the first six months

It, too, would like to sell popular Western films to its video customers. Unlike the Soviet Union, which has made

its domestically produced video cassette recorders incompatible

with Western cassettes, the Polisb authorities are in fact

fostering the importation of Western video equipment.

Hungary, which is Eastern

of this year.

with video problems. their own private video films hal would require permission for public distribution. This would include charging admission or using advertising.

The biggest needache, Dr
Erdesz said, was the illegally
imported hard core pornography and X-rated video as
well as films with a political
content. One of the latter,
extremely popular in Hungary
as well as Poland, is the
"Deerhunter," an American
film about the Vietnam war.
Pornography in Hungary, Dr well as films with a political content. One of the latter, extremely popular in Hungary lised, vulgar and inbuman attiass well as Poland, is the "Deerhunter." an American film about the Vietnam war.

Pornography in Hungary, Or Erdesz noted, was a "cottage industry" which did not grow herzuse the country was so well because the country was so well. hecause the country was so well supplied from ahroad. Although the Customs had a list of illegal

The biggest headache, Dr

An article in the Hungarian New legislation is heing dis-cussed which would allow badsag was less sanguine, how-Hungarians to continue making ever. It said that private Individuals had flooded the market with dubious videos and created a "black culture" of Western war films and codless variations on karaic wars and star wars.

> In today's Hungarian home cinemas, the article said, films were shown where the "heroes" always killed the Communists Horror movies and pornogra-East Germany believes it has

solved the video recorder pro-blem, at least temporarily, by set up its own lending library of exclusively Polish films which rent for ZI 2,000 a day. But smash hits shown in Polish cinemas in 1981 sucb as Andrzej Wajda's Solidarity film "Man of Iron" have been hanned, along with the nnion. Western video cassette recorders are sold in Poland's chain of Pewex hard currency shops for \$439 hut many are

Hungary, which is Eastern the Customs had a list of illegal films, it was easy to smuggle in black-listed videos. She summed up the Government in Budapest has learned hy experience that proclaiming hans is not the way to deal with social phenomena.

Hungary, which is Eastern the Customs had a list of illegal films, it was easy to smuggle in black-listed videos.

She summed up the Government in essentially "puritan" and aim its hard-currency shops. This as far as possible. If video took on an overwhelmingly political character, she noted, then new legislation would be needed, in heen avidly watched in East Germany for decades.

Aquino's distrust of deputy highlights cracks in coalition

PRESIDENT Corazon Aquino's refusal to allow her Vice President Mr Salvador Laurel to run the Philippine Government when she goes on slate visits to Indonesia and Singapore on August 24-27 and to the US in mid-September is widely take clusters of "remtine agreement to the Marcos regume in the Aquino Government including Mrs Acquino's Dirring Mrs Acquino's Planned visits abroad. Mr Arroyo has been designated to take clusters of "remtine agreement." US in mid-September is widely seen as an attempt to prevent Mr Laurel, who has shown dis-satisfaction with her choice of key officials in the Cabinet and at sub-Cabinet levels, from tempering with the Aquino

hierarchy.

Mr Laurel and his party,
Unido, have been sharply critical of actions by threr of Mrs
Aquino's advisers, Mr Aquilino
Pimentel, the Minister of Local
Government, Mr Augusto Sanchez, the Minister of Labour,
and Mr Joker Arroyo, the
Frequitive Secretary.

Executive Secretary.

If Mr Laurel were to have his way, he would fire all three at the first opportunity.

Mrs Aquino's distrust of Mr Laurel, who has presidential amhitions, could lead to the hreak-up of the coalition with Mrs Aquino's party, the PDP-Laban, which he calls a "live-ie" averagement. in" arrangement.

Behind Mrs Aquino's decision to ignore Mr Laurel is believed to be the radical group in the cabinet led by Mr Arroyo.

Mr Arroyo, who fought the Marcos regime and was counsel

to jailed political prisoners, in-cluding Mr Jose Maria Sison, former chalrman of the Com-munist Party of the Philippines, is known as the "little president," holding the rank equivalent to Chief of Staff in the US White House,

Defence Minister.

During Mrs Acquino's planned visits abroad. Mr Arroyo has been designated to take charge of "routine affairs" while she keeps the functions of the presidency as if she had not left Manila at all.

To save himself from embarrassment, Mr laurel has proposed a compromise—that Mrs Acquino name the National Security Council which she formed a few weeks ago as care-

Samuel Senoren reports on moves ... in Manila which

ed of five members with the

ccd her response to Mr. Laurel's proposal. But pesterday Mr. Arroyo blocked Mr Laurel's proposal, saying the Council could not lake on the job since it was

differences within Mrs Acquino's Cahinet and give the impression that ber government lacks coherence, impending herability to govern effectively.

It olso gives credence to per-

assassinated hushand when he unstable, given the absence of a secret of his contempt for

Chernobyl disaster report delivered to IAEA by Soviets

BY DAVID FISHLOCK, SCIENCE EDITOR, IN LONDON

THE SOVIET Union yesterday de-viet RBMK-type reactor, about livered to the International Atomic which Moscow has previously re-Energy Agency (IAEA) in Vienna leased few design details. The acciits report on the nuclear reactor dis-dent report is expected to remedy aster at Chernobyl - but only in previous omissi Russian, and not also in English as

mise publicity for its cootents until design team for this dual-purpose the start of the week-long "post reactor, capable of making military-mortem" on the accideot io Vienna on August 25-29. One copy only was academician Vitalii Legasov, a sent to each of the nuclear missions deputy director of the Kurchatov in Vienna of the IAEA member Nuclear Energy Institute, has said

The accident report is to be the accident, in which several eveots, working document for the post mor- all considered remote possibilities. tem, to which the Soviet Union bad coincided. agreed while it was still trying to Reuter adds from Moscow: Six stop the radiation leaking from the more senior Soviet energy officials

strickeo 1,000 MW reactor. Since then, Moscow has tried to munist Party or severely reprichange the basis of the internation-manded for errors which led to the al meeting, with suggestions that it Chernobyl accident, the party newsshould also examine other accidents, such as the meltdown at
Three Mile Island in the US in 1978
and at Windscale in Cumbria, for Power and Electrification, and
north-west England, in 1957.

Mr V. Sidorenko, the First Deputy

Mr V. Sidorenko, the First Deputy

Challengan of the State Committee

however, and has insisted that the for Safety in the Atomic Power Ininvestigation should be devoted to dustry. the Chernohyl accident from which • The Chernobyl disaster cost Nor-31 people have since died.

invited to send a small team to attend the main plenary sessions of the conference and larger support tion said thal bookings in Norway ing teams which can participate in from Japan and the US had fallen the detailed working sessions in immediately after the Soviet nu-

One of the questions this group is most anxious to resolve is precisely 20 per cent and 50 per cent to Nor-how the accident started.

automatic control of the unique So- Government for lost revenue,

Dr Ivan Emelyanov, one of four senior officials dismissed after the The Russians are trying to mini- official inquiry, was leader of the design was partly to hlame for the

have been thrown out of the Com-

The IAEA has resisted the idea, Chalrman of the State Committee

way about NKr 250m (\$33m) in lost IAEA member-states have been tourism, tourism officials in Oslo

clear plant accident.

Bookings had fallen off between way, an official added.

There is strong circumstantial ev Norwegian hotelliers plan to idence of design weaknesses in the claim compensation from the Oslo

Spain may not meet 3% growth

warns in its latest monthly economic bulletin.

This is the second time that the re-elected Socialist Government's target has been called.

stantially from last year's 2 per cent in a bid to briog down unemployment, now close to 3m, or 21.5 per cent of the workforce, according to official second-quarter figures. These

Finland lowers

rate to 35%

THE BANK of Finland yester-

day took the first cautious step

towards lowering short-term interest rates from the record

levels estahlisbed a week ago

whee it reduced the call money

rate from 40 to 35 per cent. It said the foreign exchange markets had stabilised further,

allowing the modest reduction.

call money rate—the rate at which it lends to the banks—

from 10.8 per cent to 25 per cent and then to 40 per cent in

a bid to stem a growing tide of speculation against the Finn-

The authorities have re-

peatedly ruled out a devaluation

and bave chosen to hoost interest rates as their main

year Finland's net reserves of

convertible currencies have

In a series of dramatic moves

call money

By Kevin Done, Nordic

spain May fall short of its 3 figures confirmed a recent imper cent growth target this year if the major Western economies fail to show more decisive signs of recovery, the Bank of Spain space in its latest morphly appears in the latest morphly in the latest morph

Mr Carlos Solchaga, the that because of the strength of that because of the strength of the underground economy, the real unemployment rate is more like 15 per cent,

The central bank report in-dicates growth of 3 per cent in the first half, compared with the same period last year. But. after last year's strong second half, it warns that the economy The Governmen Is pusbing may not be able to provide the to raise the growth rate substantially from last year's 2 per per cenl rise for the year as a

It predicts a rise of almost 8 per cent in investment in real terms, helped by a recovery in the construction sector. Private

in Imports.
Spain lost ahout 3 per cent

in competitiveness against its EEC trading partners during the first six months, after gaining ground throughout most of 1985, the hank says. This reflected the stahility of the peseta and a widening inflation gap hetween Spain and the rest of the Community. Allowing for the impact of value added large the impact of value-added lax, introduced in January, the Government is aiming to bold inflation this year at the 1985 rate of 8 per ceol, and to balve

It next year.
However, the Bank of Spain warns that inflation is showing "symploms of resistance"

nations to seek UN sanctions By Our Foreign 5taff

Nordic

FOREIGN MINISTERS of the five Nordic countries will work

for the introduction by the UN this autumn of effective trade sanctions against South Africa In an effort to bring about an end to apartbeld,

This was decided yesterday by the ministers from Denmark, Finland, Iceland, Norway and Sweden at their routine half yearly meeting in Copenhagen which was dominated by the South African issue. They pledged themselves to

work actively at the UN to oblalo agreement on a contingency plan for economic assistance to South Africa's neighbour states in the event of reprisals against these couotrles by Pretorla. They also promised to increase their humanitarian aid to Front Line

This decision means Sweden and Finland will not follow the example of Denmark which imposed a ban on trade with South Africa in June. The main consequence for Denmark has been that It must find an alternative supplier for the 3m tonnes of coal imported from South Africa last year, Danish electricity consumers have been warned that they will bave to pay more when power stations obtain fuel elsewhere.

Mrs Gro Harlem Brundtland, lhe Labour Prime Minister, announced in July that Norway announced in July that Norway would impose a total boycolt on trade with Pretoria when the Parliament reassembles in Oclober. Official figures show that trade in the first six months of 1986 has already declined in anticipation by 40 per cent compared to the same period last year.

However, the communique issued after yesterday's foreign ministers' meeting sald the working group will consider further Nordic measures, including a joint trade boycott.

This appears to leave open the possibility that if the UN Security Council fails to act, Sweden moy impose a trade boycolt, allbough this was not spelled out in so many words by Sweden'a Foreign Minister, Mr Sten Andersson, yesterday, "We must be prepared to act if there is no positive decision in the security council," he said at a news conference.

Mr Inavar Carlsson, who heads Sweden's Social Demo-cratic Government, baa been accused by opposition leaders of dragging bis feet over sanctions and betraying the anti-apartheid principles of his assassinated predecessor, Mr Olof Palme.

If sanctions were imposed. Sweden would stand to lose more than any of its Nordic neighbours because of its extensive trading links with the Republic, particularly in ex-ports of machinery for the vasi ports of machinery for the vasi South African mining Industry. Swedish exports to South Africa last year totalled SKr 980m (£326m) and imports SKr 412m. Sweden and the other Nordic countries have already stopped

all sporting and cultural con tacts with South Africa and broken off air agreements with the Republic, Sweden has also stopped imports of agricultural products, claiming there was a loop-hole in the Galt rules which made this legal. The Nordic countries also give bumanitarian aid to the African batterial Congress and Swape legal. Natinal Congress and Swapo lo Namibia. In Finland, trade with South

Africa has fallen steeply because of a han on handling goods by the Transport Workers union which has hit paper exports. Co-operative retail stores have also imposed a voluntary boycolt of South African fruit.

may put the Government at risk taker of the government during her absence. The council is com-

President as Chairman, Mr Arroyo, Mr Laurel, Mr Enrile and Gen. Fidel Ramos, the Armed Forces chief, as members.

Mrs Acquino has not annous

Mr Laure

not yet in place.
These moves highlight serious

Tamil leaders arrive for Colombo autonomy talks

BY MERVYN DE SILVA IN COLOMBO

THE leaders of the separatist me an unqualified mandate on Tamil United Liberation Front Monday. We shall go shead."

(Tulf) arrived in Colombo from Madras yesterday, a day commeoted on a statement made ahead of schedule, for what the Cabinet spokesman, Dr Ananda Appapillai Amirthalingam, in Tissa de Alwis described as "the final round of negotiations" on statement, which was agotted by President Jurius Jayewardene's Colombo dailies unchangements. President Jurius Jayewardene's offer of provincial autonomy as a solution to Sri Lanka's harrowing ethnic conflict.

The near civil war claimed 157 lives in July, 30 more than

in June. Confirming the fact that the deoe said yesterday "I am keen he replied.

to present the Provincial Councils Bill to parliament as soon as the Supreme Court rules whether it requires a referentember. ment's legal advisers are certain that the bill would only mission to investigate the activities of the state airline Air which the ruling United Lanks, a Government statement National Party (UNP) will bave said. Reuter reports from Colombo.

Mr Javewardene said in an executive gave the Cabinet and loans of the airline.

Colombo dailies yesterday, the Tamil leader said his party would not compromise on the ides of a Tamil homeland, which would include the north and the Tamil populated parts of the east.

"But the Indian Government weekend talks would be the does not accept the idea of a last round. President Jayewar-merger and I oppose it totally.

Mr Jayewarden said he hopes to present the Proviocial Councils Bill before the end of Sep-

 President Javewardene Lanka, a Government statement

no difficulty in getting.

Asked whether he would proceed with the bill even if the fulf does not accept his offer,

Air Lanka's financial affairs financial have not been satisfactory aod interview: "In the past weeks the country's debt burden had been increasing because the every level and the national Treasury had to repay all the

Iran moves oil storage away from Kharg Island

BY RICHARD JOHNS

tled from the main oil export terminal at Kharg Island, were yesterday moving to the new facility about 125 miles to the

Lloyd's underwriters have Lloyd's underwriters have raised the standard rate war risk hull premiums for sevenday voyages to Sirri Island from 0.25 per cent to 0.5 per cent following the first aeriol attock on the facility. Discussions on terms for other Gulf destignations—recently 0.25 per cent for a 14-day voyage—took place yeslerday, No decision was taken on them. But underwriters said that they

But underwriters said that they

new floating storage terminal a noid of crude off explodes.

The Azardpad was struck by from Sirri Island, the target of two missiles, one of which large's devaslating raid on Tues-

heached. Two of the crewmen on the Klelia are missing ond believed to be dead. One seaman on the 75.690 Liberian registered Venture, which sustained minor

since early 1984. The vessel, in danger of capsizing, was

Venture, which sustained minor damage, was injured.
On Wednesday night Hajotes flam Ali Akhar Hashmi Rafsanjani, spokesman for Iran's Supreme Defence Council and Speaker of the Majlis. accused unnomed countries of giving logistical support to the Iraqi Air Force—which is believed to have refuelled French-supplied Mirage F-1s in the raid. the raid.

CITY OF OSLO

KUWAITI DINARS 7,000,000 91% BONDS **DUE 1990**

In accordance with Clause 5(A) of the Terms and Conditions of the Bonds, the holders of said Bonds are informed that Bonds bearing the following 5L. Nos. have been called for Redemption at Par on 15th September, 1986 to complete the Annual Instalment

130 BONDS OF DENOMINATION KD 5,000 EACH 102- 103 184- 185 260- 261 214- 215 276- 277 352- 353 292- 293 366- 367 306- 307 380- 381 336- 337 412- 413 568- 569 644- 645 720- 721 794- 795 704- 705 780- 781 764- 765 870- 871 942- 943 1199-1200 914- 915 988- 989 1314-1315 284- 225 958- 959 900- 901 974- 975 928- 929 1183-1184

The payment will be made against presentation and surrender of Bonds together will be made against presentation and surrender of the Fiscal Agent or to either one of the Paying Agents whose addresses are given below. The fate value of the missing Coupons will be deducted from the relevant amount at the time of payment. The fate value of any missing unmatured Coupon will be paid against surrender of the relative Coupon within a period of 10 years from the relevant date in respect of the assistant of the relevant date in respect of the assistant of the relevant date in respect of the assistant of the relevant date in respect of the assistant of the relevant date in respect of the assistant date in respect to the assistant date in respect to the assistant date in respect to the assistant date in the relevant date in respect to the assistant date in the relevant from the relevant date in respect of the principal of the relative

The Bonds listed above will cease to bear interest from 15th September 1986. Total nominal value of Bonds outstanding after this redemption will be KD 4,150,000. Fiscal Agent and Principal Paying Agent:

Kuwait International Investment Co s.a.k. Gate No. 8, Sth Floor Al Salhia Commercial Complex

Paying Agents: The United Bank of Kuwait Ltd Morgan Guaranty Trust Co 3 Lombard Street Avenue des Arts 35 London EC3V 9DT England

Kredietbank 5A Luxembourgeoise

43 Boulevard Royal Luxembourg

Kuwait International Investment Co. s.a.k.

(Fiscal Agent)

target, warns central bank BY DAYID WHITE IN MADRID

into question. A recent European Commission report pre-dicted 2.7 per cent growth this year and a similar advance next year, when the Govern-ment has been aiming to push the rate up to 3.5 per cent.

matters of substance.

level arms control terms to-

for talks supposed to prepare

The unusual absence of sub-

BY OUR MOSCOW CORRESPONDENT

Cloak of silence masks divisions at Moscow talks

THE TALKS held by Soviet and Washington is trying to be arms control negotiators mindful of Soviet sensibilities oulside Moscow this wek have about publicity. A secrecy more remained cloaked in a silence which suggests that both sides Kremlin than the White House Kremlin than the White House yields the added benefit of keepare serious about their oulcome ing the Administration's fre-quent public feuds over arms control more behind closed but slill greatly divided on Almost nolhing has emerged beyood word of vague agree-ment to hring the same top-

in Moscow noted recently that gether again soon—before Mr George Shultz, the US Secretary the move by both sides away of State, and Mr Eduard Shevardnadze, the Soviet Foreign Minister meet in Wasbington on September 19-20 gallery and toward more traditional, closed-door negotiations is a mark of a new seriousness in their approach to arms con-This suggests that 11 hours of acclaimed by Western obsertalks in Moscow produced vers, bowever, may not necesenough disagreement to necessisarily bring the two sides any

sarily bring the two sides any

tate a second meeting hefore Mr Shuitz and Mr Shevardnadze closer to the arms control agreement which the Kremlin says it interest rates as their main means of restoring confidence in the currency. While the move has checked the outflow, it is still far from clear that the still far from clear that the netween President Ronald Reagan and Mr Mikhail Gorbachev. wants before agreeing to another superpower summit. There was not a word about this week's talks in Sovier media when they took place and In a break with diplomatic protocol the Kremlin sent nobody

than \$900m a year, making Turkey the third-largest recipient of US aid

after Israel and Egypt. But Turkish

stantial leaks about the talks to to meet the visiting Americans the US press indicates that when they arrived on Sunday. Turkey 'warns' US over pact

the next summit.

BY DAVID BARCHARD IN ANKARA

THE UNEASY relationship between Turkey and its major military ally, the US, grew slightly more tense yesterday after Mr Va-hit Halefoglu, Foreign Minister, criticised what officials in Ankara described as "negative developments" in the US Congress. in the US Congress.

The message, described as a warning to the US in the Turkish press, said that Mr Halefoghi bad cancelled a visit to Washington due

on September 10.

Western diplomats in Ankara say that Turkey is becoming increas-ingly angry at the failure to reach agreement with the US on a new

The failure to sign the main con- vised, and the consortium after dis-

struction agreement bas delayed cussion with some of the leading fi-the financing of the tunnel and last nancing banks, felt sufficiently con-

month caused the consortium to fident to go ahead with the signing

postpone until the autumn a at a board meeting in Paris late on

planned C200m international share Wednesday night.

defence and economic co-operation The 1980-85 agreement expired on December 1B, but its terms remain in force until a new agreement is reached. Turkey would like the new agree-ment to guarantee it more military

officials bave consistently main-tained that aid on this scale is not sufficient to keep the 600,000-man Turkish army at a level necessary to meel its Nato commitments. The US is believed to be relative ly satisfied with the present arrangements and does not believe

that its long-term alliance with Turkey is in any danger. aid over the five-year period, some-thing that the US Congress is un-likely to agree to.

US aid to Turkey runs at more

Turkey is expected to notify the
US by September 1B that it still in-sists that the terms of the 1980 trea-ty must be revised.

Eurotunnel signs main contract

BY ANDREW TAYLOR IN LONDON

Halefoglu is standing as a candidate in by-elections on Sep-tember 28, but he has not cancelled

other top-level diplomatic appoint-

EUROTUNNEL, the Anglo-French placing. consortium planning to build a 30-mile rail tunnel under the English at the wording of the construction hopes the signing will open the way and did not sufficiently identify fiinternational banks.

The banks have been concerned to reaching loan agreements for nancial responsibility should the more than 55bn (\$7.45bn) with 38 project run over budget. The contract has now been re-

A series of corporate agreements mile rail tunnel under the English at the wording of the construction lishing the company which will Channel, has signed the main concontract which, they felt, was too start life with £41m in equity substruction contract for the project. It much in favour of the contractors scribed by the founding shareholders and another C9m promised in

> by the middle of next month. then be expected to go ahead in Oc-

> Details of the contract will be sent to all the funding banks with a request that they reconfirm their financial commitment to the project

were also signed, officially estab-

The £200m share placing would

IRAN IS shifting its oil export cation when fire and smoke transshipment operations to its trapped them below dccks after new floating storage terminal a hold of crude oil exploded.

day.

The Iranian authorities are understood to have informed customers that toading at the Valfajr 2 terminal off Larak Island can hegin today.

The Iranian authorities are explosion. The death tolt was the bighest in any single attack on a vessel in the course of war on tanker traffic in the Gulf since early 1984. The vessel, in danger of capacing was Four of the five storage ves-sels formerly based at Sirri Island, to which oil was sbut-

north-east. A fifth, the 392,985 dwt Cyprus-registered Klelia, was set on fire hy the raid. Valfajr 2 was declared ready for use at the end of July, but for use at the end of July, but operations were soon suspended because of rough weather (at the end of the monsoon which touches this area, but is now over) and, ir seems, other technical difficulties.

were determined to ellminate discount arrangements negotiated by groups of shipowners of the kind normally conceded only to favoured clients with single large fleets.

Survivors from the 233,788

Iceland's trade with South Africa is negligible and officiala there have said the country will fall in line with whatever other Nordic governments decide.

Survivors from the 233,788 deadweight tonnes Iranian-owned Azarpad said yesterday in Sharjah that 16 crewmen were killed in the rald, including two Britons. Most died of suffo-

FINANCIAL TIMES -Published by The Financial Times (Europe) Ltd., Frankfart Branch, represented by E. Hugo, Frankfart Branch, represented by E. Hugo, Frankfart Main, and, as members of the Board of Directors, F. Barlow, R.A.F. McClean, G.T.S. Danger, M.G. Gorman, D.E.P. Pulmer, London, Printer, F. Barlow, F. Barlo Printer: Frankfurter-Societate Druckero-GmbH, Frankfurt/Main Responsible editor: C.E.P. Smith. Frankfurt/Main. Guiolletistranse 54. 6000 Frankfurt am Main 1. O The Francial Times Ltd, 1968. The Financial Times Ltd, 1988.

FINANCIAL TIMES, USPS No. 199840, published daily except Sundays and holidays. U.S subscription rates \$385.00 per annum. Second class postage paid at New York. N.Y. and at additional mailing of fross. POSTMASTER: sand address changes to FINANCIAL TIMES, 14 East 60th Street, New York, N.Y. 19022.

11 DOW

11 11 11:

i gaptific da

Beirut bomb kills 20 and injures 100

Samuel Seace

Minister has appointed a con-ciliation board in an effort to settle a six-week-old wage dis-pute between the Chamber of Mines and the 230,000-strong hlack National Union of Mine-workers (NUM). The board has 30 days in which to call a meeting of the two sides in the dispute and only if it fails to bring them together can the NUM call a strike ballot of its members. early in July after the Chamber

> increases ranging from 15 per cent to 20 per cent. The NUM had reduced its wage demand to 30 per cent across-the-board from 40 per cent demanded at the start of this year's wage negotiating round. Lahour experts in Johanneshurg are not optimistic that the board will be able to bring about a settlement. On Tuesday other board wage talks were beld between the NUM and East Rand Gold and Uranium (Ergo), with the NUM sticking

HETTIVE OF

mer Ida

and wounding 100 others.

NUM wage

conciliation

dispute under

SOUTH AFRICA'a Manpower

Wage dlacussions broke dowo

had implemented interim wage

to its demand for a 30 per cent wage increase and Ergo only prepared to offer increases ranging from 16 per cent to

and wounding 100 others.

It was the eighth boobytrapped car in hit Christian of the Phalange Party which is
the year and capped mounting
tension among rival Christian
militiamen in the wake of bloody
weekend hattles. The bombing
weekend hattles the bombing
the predominant Christian
militiamen in the wake of bloody
weekend hattles. The bombing
the predominant Christian
militiamen in the wake of bloody
weekend hattles. The bombing
the predominant Christian
meeting for two hours pending
a stabilisation of security conditions on the ground. weekend hattles. The bombing rocked the Dora district at the

A MASSIVE car bomb rigged with an estimated 100 kg (220 lb) of explosive ripped through a narrow street ln a Christian suburb of Beirut yes-condar killing at least 20 people Christian suburb of Beirut yes-terday, killing at least 20 people and a crucial meeting of the Phalange Party Politburo.

The car bomb was perilously

South Africa.

BY DAVID BRINDLE, LABOUR CORRESPONDENT

Gemayel, was recovering from order. a failed assassination attempt. The

a failed assassination attempt.

No one claimed responsibility for the attack, which underlined commander of the Lebanese lion against him on Sunday.

the dangers of an internal power forces, whose authority was seristruggle for the leadership of ously challenged in the recent toppled as the Christian militia the Unified Christian Militia, the clashea still enjoyed the poli-

and to cleanse its ranks of war

the Unified Christian Militia, the Lehanese forcea.

The Phalange Party Politburo which has been trying to manage

The Change Party to steer the fragmented which has been trying to manage community out of this community of this political role and influence reportedly joined forces with Mi Geagea's opponents to reassert

UK unions urge pensions disinvestment

decision-makers." It is intended losing assets altogether in a issue, the report says the most to provide trade unionist penpossible collapse apartheid economy. to provide trade unionist pen-sion fund trustees, in parti-

THE British Trades Union Congress (TUC) is advising trade union truatees on pension funds to press for emergency fund hoard meetings to discuss withdrawing investments in South Africa. cular, with evidence to support the case for disinvestment. Mr Henry James, director of eventual price of delay will the National Association of loevitably he higher. Action Pension Funds, sald yesterday:
"This is a very important financial course." In a report published yester-day, the TUC says the risks of maintaining investments in South Africa in the current political and economic climate This is a very important document. Any responsible trustee would have the South African issue on their agenda." The report admits that investors pulling out of South Africa could suffer by having to convert out of rands at the financial, rather than the commercial rand rate. However, it argues that this is justifiable when set against the danger of

It says: "Whatever the short-term costs of withdrawal, the Further the TUC contends that losses incurred through withdrawing assets at the dis-counted financial rand rate would he insignificant compared with loss of trade with black African countries, should they exact reprisals against com-

Africa would be termination of loans. With UK hanks owed about \$5.3bn, it argues, a demand for an extra \$2bn capital repayments would require a cut in imports to South Africa of more than 20 per cent making a charm imports. South Africa of more than 20 per cent, making a sharp impact on its economy.

The TUC says that global opinion will eventually force the UK to fall in line on sanctions and that delay now will only increase the costa later. panies retaining investments in South Africa.

Beyond the disinvestment

South Africa—A Bad Risk for Investment; TUC, Congress House, Greot Russett Street, London WC1B 3LS.

Two die as S. African violence escalates

yesterday reported a sharp escalation in political violence, apparently centred on schools in the sprawling black township of Soweto outside Johannesburg, Reuter reports from Johannesburg.

are such that trustees could be

ignoring their long-term fidu-ciary duties if they fail to

The report, South Africa -

A Bad risk for Investment, is

to be circulated to what the TUG calls "key investment

urge the return of assets.

months ago, also reported twn deaths in the tense black homeland of Kwandebele, north of Pretoria. The bureau, which until this

week said violence was on the decline, reported "a sharp in-

issued identity cards and attacked vehicles and homes

THE South African Covernment emergency was imposed two incidents had been in Soweto woman with burning tyres. where 11 vehicles and two Security forces fired on the private homes bad been set ahlaze.

Eyewitnesses said pupils pro-Eyewitnessea said pupils protesting against the presence of security forces burned newlytion yesterday rejected a South African Government offer to organise elections among the black majority to find leaders The Bureau for Information, crease in unrest-related inci-sole source of official information dents" on Wednesday.

In Kwandebele, nine blacks willing to negotiate with the tion on unrest since a state of ... It said more than half the

Red Cross launches food airlift to Sudan

By Mary Anne Fitzgerald in Nalrobi

THE Red Cross lannehed an emergency food airlift yester-day to the southern Sudan to help tackle mass starvation resulting from civil war in the area.
A C-130 Hercules transport

plane left Entebbe, Uganda,

with 300 tons of grain for the beseiged southwestern Sudanese provincial capital of Wan with the first of four consignments to the 170,000 people trapped by rebels who people Irapped by rebels who are fighting government troops. An additional 1,000 tons of grain is to be moved from stockpiles in the central Sudanese town of El-Obeid.

Diplomats in Khartoum said the airlift would go only a small way to avert a wide-scate familue that may place up to 2m people at risk. Agricultural output in the area has been severely distribled by escalating warfare, and aid agencies that would normally distribute emergency relief

distribute emergency rellef supplies bave withdrawn from the war-torn area The predominantly Christian Sndanese People's Liberation Army, about 25,000 strong, bas been waging a three-year insurgency against the Arab-dominated Khartoum Government nader the leader-ship of sontherner Col John

Garang.

Col Garang says be Is seeklng the repeal of Islamic Sharia law, a greater share in the government for the non-Moslem sontherners and fresh national elections.

Col Garang and Sndanese Prime Minister, Mr Sadiq el Mahdi met for the first time last month in the Ethiopian capital of Addis Ababa, where Col Garang is hased. The inconclusive ontcome of the discussions indicated the two parties are a long way from settling their differences.

Singapore withdraws 14 charges against Malay businessman

SINGAPORE authorities yester- Electric in committing criminal day indicated they would withdraw 14 criminal charges against Tan Koon Swan, the Malaysian businessman and politician who has pleaded guilty to a minor charge of the state of abettment of criminal breach of comes to the High Court on trust in connection with the August 25. Bail has been reduced collapse of Pan-Electric Indus-from SS-10m to SS1m.

years jail and a fine of up to ssao,000 (f157,230), compared with the earlier charges of aheitment relating to criminal heitment relating to market they are believed to involve Tan invol maoipulation and cheating which carry a life sentence. The 45-year-old Tan, who is

President of the Malaysian Chinese Association, the Chinese partner in the Malaysian coali-tion government, is expected to be made a Malaysian cabioet minister in charge of housing and local government once his legal problems in Singapore are resolved.

When the Singapore District Court sat yesterday, the proseculion said it was slanding down

The trial has been postponed three times in recent mooths to The amended charge carries a librec times in recent mounts and maximum sentence of three allow Tan to finalise "certain financial arrangements" related injecting a substantial sum of cash into Pan Electric, which is under provisional liquidation, as well as a seitlement helween him and five Singapore brokers on the SSI-10m in forward share contracts which he had taken over from Pan-Electric.

The forward contracts were in shares of Grand United Hold-ings and Suprime Corporation, two of Tan's companies, whose suspension would be lifted as part of the deal.

The collapse of Pan-Electric last December led to a temporary suspension of both the Singapore and Malaysian stock markets and the subsequent col-

on the carlier charges and in-stead was charging Tan on an amended charge of abetting Tan Kok Liang, director of Pan-

N. Zealand joins war games

New Zealand frigates will exer-else with Britain's Royal Navy cise would centre on a British in the South China Sea next task force and involve two New week despite London's dis-pleasure with Wellington's antinuclear policy, defence officials craft said. Reuter reports from Codenamed Starfish, it will be Wellington.
The naval war games will

take place under the Five Power Delence Arrangement linking Britain, Australla, New Zealand, Singapore and Malaysia.

Zealand frigates and an air force P-3 Orion sub-hunter air-

the biggest international mili-lary event involving New Zealand since February 1985 when the US cut defence ties in retaliation for Wellington's ban on visits by nuclear warships.

Thai military retains powerful role in politics

Peter Ungphakorn

policy goals of the

Bangkok on the

new Government

reports from

THAILAND'S new coalition Cabinet, announced on Monday after 15 days of haggling, shows just how much power still rests with the military and to a lesser extent, the civilian establishment and just how little is in the hands of the voters.

Despite some rash election

promises to the contrary the leading parties, mone of which won an absolute majority in the July 27 general election, soon realised they would once more have to back the reappointment of (retired) Gen Prem Tinsu-lanonda as a non-elected Prime

lanonda as a non-elected Prime Minister.
While they bargained, Gen Chavalit Yongchaiyudh, the shrewd new army Commander-in-Chief, played an active but discreet part, liaising from Bangkok with the Prime Minister who passed the time quietly in a garrison town 200km away. In the process, the parties In the process, the parties had to allow three of the most important ministerial posts to go to Gen Prem's own nonappointees: defence, of the forthcoming because annual military reshuffle which is now hound to favour the

rem-Chavalit factions in the army; interior, which controls the police. Thailand'a provincial governorship system, and elections; and finance, which is the key to economic strategy.

As a result, the main drift of Thailand's domestic and for the country's largely private the country's largely private enterprise economic development and its increasing orientaenterprise economic development and its increasing orientation away from agriculture and towards industrial exports.

None of this was unexpected, just as Gen Prem's respected,

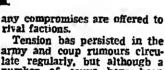
ance minister is niamed for a credit squeeze and devaluation in 1984 and for restrictive fiscal policy, although many economists, bankers and businessmen regard the caution as a virtue that bas drawn Thailand back from a possible debt crisis. jnst as Gen Prem'a reappoint-ment almost a week earlier, seemed a foregone conclusion. But it has not been as straightforward as its predictability might suggest, even though aome of the more politically concerned among the country's At the end of last year Thai-land's outstanding foreign deht, concerned among the country's
26m voters are complaining
about U-turns that were made
within days of the election
Outside Bangkok, election
issues were largely local, and
huge sums of money were paid
—some of it for direct votebuying But one issue that prevailed was Can Prem's reexcluding short-term private-aector borrowing, at odd at about \$12.5bn, nr about 21.5 per cent of fureign exchange earnings. It is likely to continue to in-crease this year and next, although economists now ex-pect it to be within safe limits. vailed was Gen Prem's re-appointment. Gen Prem'a supporters praise him for baving maintained the

possible rivals.

Some of his aides say he is making a new effort to improve the organisation of the powerment itself was delayed by 24 bours as rifts appeared within prospective coalition parties the organisation of the power-whose dissidents opposed it.

Opposition has been on a full ministers and five deputy number of grounds. At one prime ministers out of a Cabinet ful PM's Office (which has six Prime Minister should be an elected MP. That is what the students were demonstrating well who has said he will retire level is the argument that the Prime Minister should be an students were demonstrating early in twn or three years'

present constitution time, leading to speculation that allows e non-elected prime minister to be appointed because it was drafted in the leading to succeed Gen it was drafted in the late 1970s following a military coup. The Prem's personal initiatives will official justification was that remain limited to such matters



army and coup rumours circulate regularly, but although a number of coups have heen attempted, none has succeeded in almost a decade. Military rivalries are increasingly reflected in rifts within the parties, which could destabilise the coalition. the coalition. anwhlla the

ment will be getting on with ment will be getting on with the more pressing matters of the economy. Gen Prem's style has been to keep a close watch but to leave decision-making to his ministers. But in the new Cabinet, as in the previous one, the way the portfolios have been distributed between the technocrats and between the coalition parties does not augur well for consistent and co-ordinated policies. policies.

The sector facing the greatest difficulties is agriculture, which is sufficient from persistent low world prices for the country's world prices for the country's principal crops: rice, sugar, maize, and to a certain extent tapioca and ruhber. The Thai government and all parties pay lip service to the need to improve the lot of the 30m farmers and their families, but not enough has been done, particularly to bring in modern agrarian technology, or to implement ian technology, or to implement a satisfactory land reform

A good infrastructure and some private sector initiatives have helped, but progress bas lacked balance, and some export lacked balance, and some export policies have actually disrupted trade. With the different ministries concerned in the hands of different parties, a properly co-ordinated rural development policy will be difficult to implement. cull to implement.

Agriculture remains by far the country's largest employer, with Thailand leading the world in rice and tapioca exports. But it is being overtaken by industry and tourism as a foreign ex-change earner and generator of incomes. The growth of indus-trial exports is one reason for optimism that the trade deficit could be almost wiped out by the end of the year. The other reason is the much reduced oil import hill. Lower interest and students projected against it, the opening of Parliament on August 4 turned into a shambles because some MPs resented it, and the reappointment itself was delayed by 24 bours as the parliamentary of the parliamentary of

the trade deficit fell to 6.7bn haht compared with 36.4bn baht in the same period of last year, and the current account went into surplus by almost 4bn baht (£133m). He has promised in reform business tax to aid the private sector, but will need to find ways of raising revenue more effectively as well.

Pressure is now easing on the e is preparing to succeed Gen country's foreign debt burden and Thailand already has a good The likelihood is that Gen credit rating. But, according to analyses such as a recent World Bank report competition be-tween large projects for funds, sary to limit the power of the less and Gen Chavalit still bave democratic temporary provisions have now expired, this permanent one remains. The parties teriel technocrats and military mainly obtained by borrowing will require careful decisions to be made and possible postponement in some cases—even if the self-imposed annual ceiling of tions, and the new army promotions list, due out in the next few days, should show whether Save your energy. Fill in the coupon.

he way you heat your home can be a massive waste of energy. And money.

But it needn't be. We've come up with the solution.

If you already use electricity for heating, or if your home doesn't have any kind of central heating, your Electricity Board can tailor the most efficient and economical heating system to suit your needs.

And the advice is free. We call it making your home Energy Wise.

_____ STEP 1 ____

We'll visit you free of charge and check the insulation of your roof space, cavity walls, and your hot water cylinder. Also, your chimneys and outside doors will be checked for draughts. Then we'll advise you on how you can save energy by making your home snug and warm. And how much it will cost.

——— STEP 2 —

We'll also check how much you're paying for your electricity currently and explain how, with a minimum of effort, the Economy 7 Tariff can save you money by capitalising on cheap, less than half price electricity for heating and hot water.

——— STEP 3 ——

Then we'll check any existing heaters, and explain the benefits of modern slimline storage heaters and where best to position them. How you can save money by operating them on the



Economy 7 Tariff. And how little they cost to buy, install and

——— STEP 4 =

Finally, we'll explain how to convert your hot water system with a special immersion heater and controller to make the most of Economy 7 cheap hot water. If your lagging needs improving, or, if you really need one of the new range of Economy 7 cylinders, we'll advise on that too.

You can act on all this advice all at once, or step by step. Either way, you'll know what it takes to make your home Energy Wise.

Your first step: dial 100 and ask for Freefone BuildElectric, or fill in the comon for more information

the coupon for more morniadon
Post to: Electricity Publications, PO Box 2, Feltham, Middlesex TW14 OTG. My home and I would like to become Energy Wise. We are mainly heated by: Electricity Other A ININER CALL.
Address
Postcode
ENERGYWISE
D5/269 The Electricity Council, England and Wales, Council

クンペツ

Senate likely to pass sanctions package vote

anctions against South Africa. The stage for the sanctions are was set late on Wednesday night, when the Senate voted by 58 to 47 in favour of Mr Reagan'a \$100m (£67m) aid package for Nicaragua's Contra rebels, including \$70m in military assistance.

In complex procedural manoeuvres over the past two weeks, the two issues had become linked in a deal under which come. which some Democrats eased their opposition to the Contra aid in exchange for Republican willingness to bring sanctions to a floor vote before the threeveek August recess that is due

to begin tonight.

Mr Reagan, as a result, is almost certain to be banded one big foreign policy victory and one severe defeat. Approval of the Contra aid, which bas already passed the House of Representatives, is a major achievement for the President after an uphill six months struggle on Capitol Hill.

On South Africa, however, it looks as if Mr Reagan will have to acept that Congress is about to take US policy out of his hands. The Senate decided by 89 to 11 to bring sanctions to

THE Republican-led US Senate two weeks ago.
is today expected to brush aside President Ronald would ban new US investments in South Africa, bank loans and a package of new US economic imports of coal and uranium. It would withdraw US landing would withdraw US landing rights from South African Airways, and restrict US visas and bank accounts for South African government employees. The Senate yesterday added a ban on South African textile

ban on South African textile exports.

The bill would provide for stiffer sanctions in one year's time if significant progress were not made towards ending apartbeid. But it does not go nearly as far as a House bill, which would sever virtually all US commercial links with South Africa with which it would Africa, with which it would have to be reconciled in con-

ference negotiations.

Negotiations between the two chambers will also have to be held on the Contra aid bill when Congress returns in Sep-tember—although the differ-ences to be ironed out are comparatively minor and final approval of the aid is now

virtually certain.
In addition to the \$100m for the Cootras, to be disbursed in three instalments over the next six months, the bill also pro-vides \$300m in economic assist-ance to Honduras, El Salvador,

hands. The Senste decided by Costa Rica and Guatemaia.

89 to 11 to bring sanctions to a floor vote, suggesting that sanctions supporters could easily override a Presidential veto by the required two-thirds majority.

The final shape of the sanctions to a floor work with the Senete voted against channelling the aid to the Cootras through the Central land. tions package, bowever, was Intelligence Agency (CIA) as still unclear yesterday, as the the Administration would have Senate began two days of de-bate on more than 50 amend-ments to the package of US military advisers to train measures epproved by its Contra forces in Honduras and foreign relations committee Costa Rica.

Washington unveils \$266m border drugs crackdown

THE REAGAN Adminstration day's meeting between Presiyesterday unveiled what it described es an unprecedented new programme aimed at halting the flow of illegal drugs and other contraband smuggled across the US-Mexican border, Reuter reports from Washington Administration officials said the two-year \$266m (£179m) programme will involve sophisticated surveillance equipment, aircraft and weapons, the The programme along the creation of a special anti-drug 2,000-mile Mexican border will task force of several hundred be aimed at stopping the flow US lew enforcement agents, and US military support.

dent Reagan and President Miguel de la Madrid, of Mexico, which produced a joint declarawhich produced a joint decisia-tion of war on drugs. Officials said the programme was the first enforcement initiative in Mr Reagan's widely publicised new national crusade against drugs in what has become an emerging political

of about one-third of the heroin, cocaine and marifuana that The programme began on enters the US, end will crack July 1, but announcement of it down on lilegal drug money was beld up until after yester- laundering operations,

Reagan considers defence bill veto

By Our US Editor

PRESIDENT Ronald Reagan and his Republican allies on Capitol Hill were yesterday considering moves to counter an unprecedented string of

an unprecedented string of mandatory arms control provisions passed by a disgruntled, Democrat-controlled House of Representatives this week.

The White House said that Mr Reagan might veto tha entire defence authorisation bill, to which the provisions were attached, if the unwelcome amendments remained in the final version of the bill to be submitted to him in the Autumn. in the Autumn.

in the Autumn.

In the House, the minority Republicans were planning a possible attempt to vote down the bill when it comes to final passage, prohably today. Their hope was to assemble enough liberal Democrats, who often vote against defence spending bills for quite different reasons, to block final passage.

If the bill were defeated, the Pentagon would be left without policy guidance for defence spending, although the process of actually appropriating funds would continue. Congressional aides said that

ngressional aides said that House would probably have to draft a new anthori-sation hill in the Autumn. and/or waive procedural rules so that appropriations could be made without prior anti-

The Republicans were also expected te try to force a second vote on the production of new US chemical weapons. which the House de-cided to delay for a year hy a single vote margin on Wednesday night.

In other blows to Adminis-tratian policy, the House has extended a moratorium on the testing of anti-satellite weapons for another year and cut more than \$2bn from Mr Reagan's Strategie Defence Initiative (Star Wars).

The House also voted to withhold funds for atrategie weapons that would take the US above the limits set by the 1979 SALT 2 arms control treaty, repudiated by Mr Reagan in May, and to require a one-year han on all but the smallest of US nuclear weapons tests if the Soviet Union agreed to a similar ban with on-site verification. It cut the overall defence anthorisation from \$292bn to \$286bn, almost \$34bn less than Mr Reagan requested.

Aunouncing the threat of a presidential veto, Mr Larry Speakes, the White House kesman, said the Adminisspokesman, san the human-tration would take it "very seriously" if Congress tried to limit the executive branch in its conduct of foreign Doreen Gillespie on moves to cope without foreign financing

Peru prepares to go it alone

The Peruvian government is nursing its reserves as it pre-pares to do without foreign financing whether or not the country is declared ineligible for further loans at the International Monetary Fund's meeting today.

Peru is unlikely to receive breign finance, investment or increased export revenue whichever way the IMF deci-sion goes. But officials estimate that careful nursing of reserves mainly by restricting debt payments — will take them through the next 18 months at

least.

Net international reserves of \$1.5bn at the beginning of April bad fallen to \$1.2bn by the middle of July before Peru prepared to make a \$35m good-will payment to the IMF out of arrears of !180m. Peru's reserves are cushioned by tha illegal cocaine trade profits estimated at np to

The flow of cocaine dollars may fall as Pern joins with Colombia in air attacks on clandarillars. destine airstrips and labora-tories in the Amazon jungle near both countries' borders. near hoth countries' borders.

Officials expect the two-year ban on foreign remittences decreed at the end of July to prevent an additional \$400m from leaving Peru over the next few years. The ban was extended this week to include repetriation of foreign investment and remittances in intis as well as dollars.

as well as dollars.

The main companies affected are Asarco'e Southern Paru Copper, Peru's main copper producer, and Occidental Petroducer, and Occidental Petroduces half the country's crude oil. However Occidental is committed to reinvest \$197m cash on the international market

Was not rauned by the Government in Lima.

Meanwhile increased imports of food and industrial products to meet growing local demand is narrowing the \$1bm trade oil. However Occidental is products it can sell for hard cash on the international market.

as well as dollars.

THE International Monetary Fund's executive board meets Fund'a executive board meets today to decide whether to decide whether to decide whether to decide Peru ineligible for further credit if it fails, as the country has said it will, to make 1 so dayment arrears to the Fund by today's deadline, Alexander Nicoli reports.

In April, the IMF accepted a goodwill payment of \$34m. (523m) on arrears of \$134m on the understanding that arrears would be cleared by on the understanding that arrears would be cleared by today. Peru, however, has said that it will pay only \$35m out of arrears of \$180m

in fungle exploration over the in its countertrade debt repaynext five years under new con-tracts signed with Petroperu in March. Occidental has resumed March. Occidental has resumed drilling in the northern jungle for the first time in three years. It has also started preliminary exploration in a new central jungle block neighbouring Royal Dutch Shell which has been exploring in the central southern jungle for the past four years. four years.

Meanwhile the Central Bank is using growing foreign ex-change controls to offset lack of foreign credit and low international prices for oil and metals exports. Cash flow from exports fell by 17 per cent in the first half of the year to \$1.244bn compared with \$1.491bn in the first balf of last year. The fall in oll and metals exports which now make up half

and that it expects to be declared ineligible. This would mean that Pern ceases to receive disburse-ments of World Bank and Inter-American Development Inter-American Development
Bank loans. It would also
almost certainly mean that
negotiations with the
country's leading bank
creditors would remain
stalled. Peru wants to put
new proposals to the banks in
September, but the banks'
agreement to meet is likely to
decand beguits on the BEFF depend heavily on the IMP's decision.

in its countertrade debt repayment agreements with the Soviet Union. Soviet buyers are no longer offered shipments of fishmeal concentrates, coffee or cocca although they can still ohtain other favourite products such as cotton and textiles. Peru bas agreed to ship \$60m worth of products—yet to be defined—to the Soviet Union this year.

The amount includes a \$32m goodwill payment on debt fall-ing due this year, plus \$10m pending from last year's ship-ments and \$17m for interest on arrears. An earlier agreement to ship \$125m worth of products signed in December by former Industry and Commerce Minister Cesar Atala — now Ambassador to Washington — was not ratified by the Govern-ment in Lime

The Government is counting on increased local demand. fuelled by higher purchasing power end import restrictions on finished products, to contribute to a 6 per cent growth in the economy this year.

the economy this year.

Mr Luis Alva Castro, the Prime Minister, told Congress at the end of July that the gross domestic product had grown 3.9 per cent in the first half of 1986 compared with the first half of last year. Sectors showing the biggest growth are fishing, construction, electricity and industry offset by zero growth in agriculture and a fall in the mining and petroleum industries.

Major state-financed projects are limited to completing hydro-electric plants and transmission lines already in construction and the construction of a mass transport electric train in the city of Lima.

But independent economists are beginning to accept tha government's forecast of 6 per cent growth in 1996 largely through improved performance of the manufacturing industry. Economists do not believe Peru will have the foreign exchange to import the raw materials to import the raw materials needed to continue to grow at a similar rate next year. But President Alain Garcia, who says the government will ensure wages will outpace inflation (66.7 per cent for the 12 months to end July) plans to restructure industry for greater than of local resources. use of local resource Independent analysts say this

will mean even greater state controls on the economy while protectionist measures drive Peru into dangerously increas-ing international isolation.

aimed at boosting industrial exports by \$500m over the next

materials are to have import restrictions lifted under a

"temporary admission status" provided that the final goods

are reexported with a value of between one to three times

US tax reform hurdle cleared

THE TWO tax reform leaders of the House and Senate. Congressman Dan Rostenkowski and Sen Boh Packwood, have reached agreement on new corporate taxes, which could clear the way for final passage of historic tax legislation.

The two committee chairmen agreed after an all day privete meeting yesterday on a plan to raise business taxes by \$124-

meeting yesterday on a plan to raise business tavxes by \$124-\$129bn (£63-287bn) over the next five years. However, their plan has yet to be accepted by the House-Senate conferrees who the House-Senate conferees who have been struggling for weeks to resolve differences in the tax reform efforts of both cham-

If the scheme is rejected by either side—and rejection is much more likely in the Senate than the House—then tax reform efforts will be detax reform enorts will be de-layed by the three-week sum-mer recess. Some legislators worry that the delay could give opponents of tax reform time to undermine their efforts.

The conference committee has agreed to try not to exceed the tax rates for individuals established in the Senate bill of 15 per cent and 27 per cent, or its 33 per cent corporate

Rehnquist wins approval from Senate body

By Nancy Donne in Washington

THE US Senate Judiciary Committee yesterday epproved the nomination of Mr William Rehnquist as Chief Justice of the US Supreme Court by a vote of 13-5, ignoring charges that he was insensitive to the rights of

minority groups.
Opponents of the nomination
—which include civil rights activists, feminists and some key
Democrats, beve argued that
Mr Rehnquist is "too extreme"
in his consequentian to lead the Supreme Court. With little chance that the nomination could be defeated, they launched a desperate search for an issue to kill the nomina

Questions have been raised about Mr Rehnquist's addiction about Mr Mennquists addiction several years ago to Placidyl a drug taken to ease a chronic back injury, and it has been suggested that he was less than honest in previous testimony about activities to prevent black Democrats from voting in the

The cominitiee is also expected to approve the nomination of Mr Antonin Scalia as an Associate Justice in a separate

Saab wins

US order

aircraft

for SF340

By Sara Webb in Stockholm

SAAB-SCANIA, the Swedish

automotive and acrospace group, has won an order

from Business Express in the US for six of its SF340 passenger sircraft. The order is worth about \$40m (£26.9m).

Business Express, based in Bridgeport, Connecticut, is a

commuter airline which operates feeder flights for

Delta Airlines in the north-castern US.

Argentina moves to boost foreign investment

BY TIM COONE IN BUENOS AIRES

A MAJOR boost to foreign investment and export growth is the principal objective of a series of new economic measures about to be launched by the Argentinian Government.

Of particular importance is a plan to capitalise part of Argentina's foreign debt, which, along with proposals to grant a tax amnesty on undeclared property and capital sums beld by Argentinian citizens both inside and ontside the country, was formally announced by Mr Mario Brodersohn, the Finance Minister, on Wednesday.

The capitalisation scheme similar to that being proposed for other major debtots such as the Philippines, will enable holders of Argentinian debt, mainly foreign banks, to sell their outstanding loans to potential investors in existing Argen-tinian industry or in new ven-

Provided that investors bring tunities for banks to reduce to be announced next week at least one extra US dollar of their exposure in Argentina at aimed at boosting industrial fresh money for every dollar of the same time as boosting for exports by \$500m over the next debt purchased at a discount (currently running at around 30 per cent in the international money markets) they will have the debt certificates immediately paid off in full in local currency with which they will then be able to invest in Argentina.

Bankers in Buenos Aires say the scheme will be particularly attractive to smaller foreign banks holding Argentinian debts, which wish to extricate themselves from the danger of further exposure during each renegotiation cycle of interest payments on Argenting's foreign debt.

All the creditor banks club together in proportion to their Congress next week. existing exposure to finance Meanwhile. Dr Roberto each renegotiation peckage. Lavagna, the Foreign Trade The capitalisation scheme will Minister, said on Thursday therefore create greater oppor- that new export incentives are over the coming year,

eign investment. Within Argentina export orientated industries are to be the main beneficiaries of any

To keep the likely infiationary effects in check, the proposals envisage the capitaliproposals envising the capital-sation of a package of approxi-mately \$40m of debt each month which will be placed on offer. The bidder who offers the highest amount of counter-part funds (i.e. higher than the minimum one-to-one require-ment of fresh finals), will be able to participate in the plan. The proposals are expected to be presented for debate in

the value of the imported raw In addition, the annual interest rate payable on lines of credit to foreign purchasers of Argantinian manufactured. goods is to be reduced from 6.5 per cent to 4.5 per cent. Together with a previously amounced export promotion scheme involving finance and

support to exporters. Dr Lavagna said that Argentina's industrial exports could be The nominations are expected expected to increase by \$1bn to win full Senate approval next

WORLD TRADE NEWS

US suffers \$8.8bn deficit on **electronics**

By Louise Kehoe in San Francisco THE US electronics industry turned in a record trade deficit of \$8.8bn (£5.9bn) in 1985 with exports of \$35.6bn outpaced by imports of \$44.4bn, according to figures released this week by American Electronics

Last year the US's largest electronics trade surplus was \$2.4bn with the UK, while its largest electronics trade deficit was \$17.6bn with Japan. Canada was the largest huyer of US electronics goods and services, while the US purchased more electronics products from Japan than from any other

country.

The association said that the US electronics industry exported \$4.9bn in goods and services to Canada last year. The next largest buyers were the UK (\$3.6bn), Japan (\$5n), West Germany (2.7bn) and Mexico (32.2bn)

Exports to France were \$1.7bn, to tha Netherlands \$1.5bn, to Singapore \$1.2bn and to South Korea and Australia

\$1.1bm.
Japan's \$20.7bm of electronics
exports to the US was a record, the national trade group said. Other major exports to the US Other major exports to the US included Taiwan (\$3.3bn), Canada \$2.6bn, Mexico \$2.5bn, South Rorea \$2.4bn, Singapore \$2.3bn, West Germany \$1.7bn, Hong Kong \$1.6bn. Malaysia \$1.4bn and the UK \$1bn. Following the UK on the US trade surplus list were Canada, France, the Netherlands and Australia.

AP-DJ reports from Washing-ton: The Japanese Government will have to negotiate a bilateral agreement with the US to resrict Japan's machine tool exports or "face a decision on import quotas" that the US could impose by late November, Mr Bruce Smart, US Commerce Mr Bruce Smart, OS Commerces
Under-Secretary said yesterday.
He told reporters he would
begin negotiations with the
Japanesa Government in Tokyo
next week on a proposed fiveyear "voluntary" restraint

Airlines are positioning themselves to take advantage of an expected travel boom, reports Steven B. Butler

Korean Air seeks new routes to passenger profits

keting and sales. Korea are rising rapidly. The country's trade and current accounts are swinging firmly into the black, reducing government concern about a possible

drain of foreign currency. There is huge pent-up demand for overseas travel, and government officials confirm that traval restrictions on South

that traval restrictions on South Koreans will be eased in the coming years.

In the meantime, over-capacity is increasing on routes to Seoul as airlines position themselves to take advantage of the expected increase in Faced with rising competi-

tion, Korean Air Lines (KAL), the national flag carrier, is locked into an unprofitable route structure while a bitter dispute with the US over aviation rights has blocked the way to new destinations that might bring its passenger operaroute structure while a bitter dispute with the US over aviation rights has blocked the way to new destinations that might bring its passenger operation back into the black. The entry of Swissair into the market earlier this year raised capacity to Europe by has prompted a steep decline aviation and in business, pushing KAL'e in 1980 reaffirmed in a service of the displant to notes, exchanged in 1979, further specified in

Bayer gets its

teeth into the

Bayer Shanghai Dental, will have a share capital of about DM 4m (£1.3m), of which Bayer will hold 55 per cent and the Shanghai Dental Materials Factory the remainder. It is to start production of dentures and other dental aids based on Bayer technology.

flying to Seoul next year, which it is currently considering. Personal incomes in South capacity will be increased by another 25 per cent and all the carriers will he hit—at least until the travel "time bomb"

> earlier this year, but when the European carriers discovered that slashing fares did not stimulate demand they beld talks with Korean Air and agreed to maintain floor prices. Mr Lee, of KAL, says the agree-ment has worked so far. The partial patching of one

A rate-cutting war broke out

revenue drain provided some relief for Korean Air, which in 1985 carried mora than 6m passengers, making it the tenth largest airline in the world, according to the company. Korean Air maintains an extensiva network of routes to Europe, North America, South-

A "TIME-BOMB" is sitting factors were only at 60 per overall passenger operation into the red.

Lee, vice-president of Korean Air Lines for passenger mar
type of the market, says Mr Y. S.

Lee, vice-president of Korean flying to Seoul next year, which looking to the North American flying to Seoul next year, which looking to the North American market where the present of the passenger operation into the red. looking to the North American market, where they currently fly to New York, Los Angeles and Honolula, to make up for the loss of profits.

They bave pinned their bopes

on obtaining landing rights in Oakland and Chicago, as well as rights to fly beyond US cities to other destinations. But these hopes have become bogged down in a dispute with the US over aviation rights that has boiled over into public bitterness several times in the

past year. In 1978 the US and South Korea concluded and later con-firmed in diplomatic notes an agreement that granted KAL landing rights in New York in exchange for the granting to US carriers rights to handle

their own cargo at Seoul's Kimpo sirport. The diplomatic notes, ex-

1976 78 80 82 84 85 the self-handling principle, while agreeing that KAL would be granted full landing rights



They point to a gleaming new cargo facility that KAL built for itself at the Los Angeles airport.

come clouded with the passage. landing rights to KAL until well of time the cargo facility was after the business climate for not built, and Korean Air was US carriers in South Korea imnever granted the landing proves and Seoul implerights it sought in the US.

US carriers have become increasingly bittar about their ratified 1980 memorandum is a treatment in South Korea, and

the treatment in South Korea, and this year they formulated a list of 16 ontstanding issues.

Seven years after the 1979 south Korea is put at a discount of the current air exchange of notes, the US carriers still lack facilities to handle their own cargo, which they say hadly affects their ability to service customers in South Korea and reduces business.

They point to a gleaming new cargo facility that KAL built for Afrilines is the only airline five

cargo facility that KAL built for itself at the Los Angeles airport, ing these routes to make e Cargo revenues are KAL's profit, which KAL executives fastest growth area, and a major reason why the airline is still line's greater number of landing profitable.

reason why the airline is still profitable.

Meanwhile, a new cargo facility is nearing completion at Seoul airport, yet the US carriers may still be far from achieving their goal of cargo self-handling.

A campaign in the South Korean press would make it polkically costly for the country's government to settle for less in aviation talks US officials, however, say that the US will not grant further

the company plans to phase out its existing F27 aircraft and replace them with SF340 turboprops. The first SF340 will be delivered in September and the second in October this year. Pasta deal covers 5%

of farm trade

By Tim Dickson in Brussels THE European Commission estimated that about 5 per cent of the REC's agricultural trade with the US is covered by this week's draft agreement on citrus and pasts.

Commitments have been made by both sides to reduce duties and/or increase quotas on a variety of items, including Community cheese, olive oil and anchovies and American oranges. Jenness, granges.

oil and anchovies and American oranges, lemons, grape-fruit and almonds.

The 1985 value of exports of EEC products to the US is put at around Ecn 270m (£189m) compared with total agricultural exports during that period of Ecn 5.455m.

Last year's sules in France. that period of Ecu 5.45bm.
Last year's sales in Europe of the US products on the list come to just over Ecu 305m, against a total for agriculture of Ecu 6.95bm.
The Commission confirmed that it hoped the part of the deal dismantling last November's retalizatory measures on EEC pasta and US walmuts and lomons would be implemented quickly.

Ball Corporation lured by China's potential

dental market BAYER, ONE at West Germany's "big three " chemicals groups, has entered into a ioint venture to produce false teeth and other dental products at a new Shanghai-based facility in China, based facility in china, David Brown writes from Frankfurt.
The new venture, called Bayer Shanghai Dental, will

So it was for Ball Corporation of Muncie, Indiana, a company which manufactures packaging, industrial and high technology aerospace products. When it was given a chance to help establish China's first high-speed two-piece metal container plant in Guangzhou, Ball looked at the numbers.

what have always been a magnet for foreign husiness. The it would take 800 can lines to making market. The market's size overwhelms any uncertainties about future US there are only 245. In the Chinese governments and blots out concern about others caught out concern about others caught in the quicksand of the Chinese of \$51.2m (£34.4m) last year, bureaucracy.

So it would take 800 can lines to making market. The two formed a joint venture company with 40 per cent interest each, gave 10 per cent interest.

Ball proceeded cautiously and risked little. With just a \$2m investment, it entered into "a joint venture within a joint Ball then contracted a St joint venture within a joint ball then contracted as \$t venture," a fiendishly compilcated deal requiring 16 separate Louis company, Guaranteed agreements. It ended up with Missouri, to assemble major sections of the line so that all the 27m can making enterprise and components of its system could an exclusive 20-year technology be shipped to China where,

THE sheer numbers and the buge potential of China are child in China drinks just ona was also ahead of potential common parts. It contains say, it may be virtually impossible to obtain even the can of heer or soft drink a day, petitors for the Chinese can it would take 800 can lines to making market, market's size overwhelms any supply the containers. In the

The deal may have been complex but Mr Delmont Davis, a Ball vice-president, is by no means put off by the China experience. Doing husiness there he says has been fun and an experience the company is hoping to remeat ing to repeat.

plant may be sold to Fujian

where it will be reassembled during 1987.

Production will start in 1988 with a planned capacity of 150,000 tonnes a year. A contract for the deal is expected to be signed in September or October. Sweden has become

Swedish steel

officials say, it may be virtually impossible to obtain even the most common parts.

The line was then partially dismantled, containerised and shipped. The company says that working with Chinese partners enabled it to make all its arrangements in nine months. The problems have been relatively minor.

SCORUMS JERNVERK of Sweden is planning to sell a steel plant in Ronneby to Chine working the Ronneby to Chine steel plant, which was closed last September, will be dismantled and shipped to the Chinese province of Fujian, where it will be reassembled during 1987.

in Array is the

reform

hurdle

cleared

Reinquist approval it Senate bot

Saab m

L'S orde

aircraft

Pacta des



The Falklands conflict was the world's first taste of high technology air/sea warfare.

As such, it served to confirm the increasingly important role that radar will play in any future wartime engagements.

In fact, immediately the war was over, the Royal Navy was able to present industry with a completely new brief for a surface ship main radar system. And in doing so, invited a number of international companies to compete for the order.

The fact that it was our advanced 3D radar system which was eventually selected is a source of great pride to us here at Plessey.

In the light of the RN's Falkland's experience our new radar system more than meets the necessary requirements in the areas of long range air detection, aircraft control capability and automatic target indication for missiles.

Before long, all Type 42 destroyers, Type 23 frigates and Invincible class aircraft carriers will be equipped with it.

The growing threat.

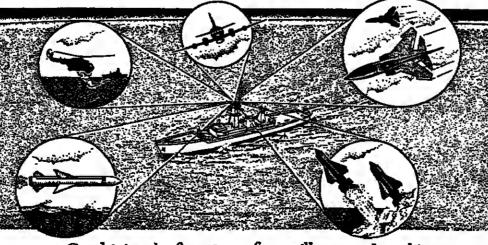
Having met the RN's current needs, we're now looking to the future. Here, the growing danger is likely to come in the form of complex multi-level saturation attacks.

Working closely with the Ministry of Defence (Navy)

we've made it our priority to develop a radical new multi-function radar system.

Our use of gallium arsenide circuitry (an area in which we lead the world) is enabling us to build what's known as a phased-array sensor.

Far from being a pipe dream, it's fast becoming a reality.



Combining the functions of surveillance and tracking, it has a computer which instantly controls the radar beam so it's able to deal simultaneously with multiple threats.

Clearly, phased-array radar is the future of radar technology and Plessey is one of the few companies which have established a stake in that future.

An aggressive policy.

Though we've established a world-wide reputation as a leader in radar development and system design, our activities extend way beyond this.

We're equally energetic in the fields of tele-communications and micro-electronics.

In fact, we have leading edge products in all these areas of operation. An achievement which we feel is directly attributable to our policy of heavy and constant investment

in technology.

This, combined with sound strategic planning, means we're constantly identifying market needs and developing new products.

Defending ourselves.

For more than 40 years, we've been helping in the nation's defences. Applying all our technological skills, our long-term planning ability and our young entrepreneurial style of management.

Only by operating as an independent company have we been able to develop these unique qualities. And naturally we're anxious to develop them further.

Currently, the future looks excellent for both ourselves and our shareholders.

Come what may, we're determined that this future should not be threatened.



Breeding becomes a dicey **business**

By Andrew Gowers

ELITE COW may sound like a terri-fying super-breed of animal which s about to swell the EEC's already bulging dairy surplus. But it is much more innocent. It is the name of a game to be launched next month; something like a cross between Monopoly and a Friesian

Like Monopoly, it involves squares on a board and a throw of the dice. The difference is that in this case, rather than buying streets and building houses and ho-tels, players are invited to breed and refine the best sorts of Friesian

or their appearance. By landing on the right squares, they can avail themselves of advice from the Milk Marketing Board, loans from Midland Bank, or semen from one of six artificial insemination compa-

They also face possible pitfalls equivalent to going to jail or paying ing employment. Unemployment water taxes – such as getting into legal trouble, developing persistent mastitis and being lorced to sell the second half of 1985.

Waddington, the Monopoly makers, on behalf of the British Friesian on behalf of the British Friesian That would provide an opportunity Cattle Society (BFCS), and is designed to raise money lor young farmers as well as to promote the Friesian breed and provide some advertising for its sponsors.

What it does not set out to do is to explain the byzantine regulations surrounding milk production in the EEC or the even more tangled weh of rules covering milk marketing in Britain. "We didn't want to get too technical, or it would have become a serious management game rather than one which you play lor fun," said Mr Philip Gilbert, a BFCS offi-

The game will sell for £12 a time to people involved or interested in dairy farming. It will not, at least for now, be on general sale, partly ause of the rather earthy nature of the enterprise it portrays.

"Anybody who's in breeding talks

about semen as part of their daily business," said the official. "To peo-ple who aren't in the business, it may not be quite the thing."

ALONG the coast oil exploration

rigs stand like monuments, in the

airport's hangar helicopters sit

mothballed, and the JobCentre has

Aberdeen is coming to terms with

the new facts of life in the North

Sea: lower oil prices compounded

by endemic uncertainty. The price

fall has fed through a hitter round

of bargaining into widespread wage

freezes, redundancies and union

oil-industry wage bargaining, the

oil-producing sector has been cut

much more quickly than the rest of

The skilled employees of the

leading oil producers have not been

much affected yet. They are the se-

cure "core" workers of the North

The main burden has fallen on

two groups: the "periphery" of un-

skilled workers employed by the

sub-contracting companies that supply rigs with everything from

helicopter flights to housekeeping,

and the employees of oil explora-

tion and drilling companies. Both depend on the custom of the oil ma-

fall will affect employment with us very much, said BP. Nearly nine

tenths of BP's employees in the

certain number of people," said BP. Wage increases will be awarded in

November. But even then, BP em-

ployees may well be cushioned by

what some have called the oil ma-

Those rigs are a sunk cost: to

We do not think that the oil price

the economy has expanded.

several hundred new customers.

Unemployment rising at up to 15,000 a month

BY GEORGE GRAHAM

UNEMPLOYMENT in the UK rose by 50,000 last month, continuing its remorseless rise over the last eight

The underlying jobless total rose by 4,400 to 3.244m, after adjusting for normal seasonal variations and excluding school leavers, the Department of Employment said yes-terday. Officials believe last month's rise was relatively modest, hut assess the upwards trend in un-employment at 10,000 to 15,000 a

The count excludes 125,000 school eavers who cannot claim social security benefits yet. About half of those are expected to come on to the unemployment count next month. A further 353,000 are en-

cows and can earn money and extra cows by improving their milk yields or their appearance. By land their appearance by la who would otherwise be included in the jobless count; and 280,000 are

The level of unemployment has risen steadily since November last year, as the slowdown in economic activity began to affect manufactur-

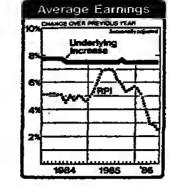
mastitis and being sorted to cows for slaughter, or dropping their flask of semen, worth £100, on their flask of semen in the f world economy would pick up this year after the pause in its growth.



not coming fast enough to keep pace with the growing number of people looking for work." His colleague, Mr Nigel Lawson, the Chancellor of the Exchequer,

told MPs last month that the numbers out of work seemed likely to rise further in the immediate future, at least until the pause is over." Mr Clarke yesterday blamed high unemployment on pay continuing to rise faster than inflation. "It is becoming increasingly clear that the persistence of high unem-

ployment in an expanding economy is largely a self-inflicted problem caused by the traditions of British pay bargaining," Mr Clarke said. The Trade Union Congress said in a statement that the loss of jobs in manufacturing industry was ac-



of 1986 would be as bad as the first half unless the Government changed its economic policies.

Employment in manufacturing industry fell by 8,000 in June, bringing the total number of manufacture ing jobs lost in the second quarter to 40,000. That compares with only 1,000 jobs lost in the second quarter

Manufacturing industry saw its labour costs accelerate in June as productivity remained shiggish and earnings continued to rise rapidly. Wage costs per unit of output in June were 7.7 per cent higher than a year earlier, compared with 7.3 per cent the previous month, the Department of Employment said. For the whole economy, figures are available only up to the first quarcelerating, and there was every rea-son to believe that the second half per cent up from a year earlier.

TUC sees job flexibility need

BY DAVID BRINDLE, LABOUR CORRESPONDENT

TRADE UNION leaders are accepting that there is e need for "some occupational and geographical flexibility" in the labour market to enable the economy to respond to technological

Although it specifically rejects the advice formerly given by some government ministers, that unemployed people should leave home in search of work, the Trades Union Congress (TUC) admits that Britain compares unfavourably with competing countries in labour-mobility

Oil price slump starts bitter

round of cutting wage costs

Charles Leadbeater reports

on the new facts of life in the

North Sea

We have had to cut costs but

mainly through cutting back on the

fat - flights to and from the rigs.

maintenance work, and of course

oil exploration and drilling." BP

on last year, stockbrokers James

The cost-cutting measures of the

majors have had a dramatic effect

In exploration and drilling, even

highly skilled staff have been hit in

recent months. The two groups of

workers who used to be in severely

short supply were good drilling and

petroleum engineers. They were

figure salaries: now they are in over-abundant supply," said BP.

"Across the seven rig companies there have been around 600 redun-

dancies since the start of the year and, in all, workers' wages have been frozen at 1985 levels," said Mr

Warren Duncan ol the National

The cuts out at sea are also start-

turing hinterland of the oil-explora-

tion sector. On Wednesday, workers

near Glasgow, walked out in protest at expected redundancies among

600 contract and 530 full-time work-

In July, seamen working on the

Union of Seamen (NUS).

he people who could command six-

on work in the companies that de-

oncessions.

But despite the delayed effect on

North Sea drilling and exploration in 1986 will be 25 per cent down

Aberdeen area work on rigs produing to affect the onshore manufac-

keep on pumping out oil you need a at the UIE rig yard at Clydebank,

jors' unwillingness to pass the ben-efits of lower prices to the consum-er. • vessels that supply rigs with the equipment to keep them going -everything from drill bits to milk -

Capel predict.

pend on them

tended for circulation among unions to counter growing government and employer pressure for greater labour flexibility on their

of its kind, followed the issuing to unions last December of a consulta tive paper on flexibility to establish clear evidence of labour-market

Replies were received from 14 unions representing about 3.75m workers. They submitted information on several emerging themes The unions called for greater asby the TUC economic committee, sistance on those issues from the

agreed to a six-month wage freeze.

The employers had initially asked

for a 25 per cent saving on labour

posed to last till January, but we ex-

said Mr Harry Bygate of the NUS.

Divers face an altogether differ-ent kind of problem. Our normal

diving season lasts till November

but we are starting to run down

now," said Mr Christopher Smith of

Unemployment among divers has

pay, which range from £20,000 to

E40,000 a year, to be much affected.
Out et Aberdeen airport, pilots

and mechanics sit twiddling their

thumbs waiting for work, but many

of their semi-skilled support staff

have already been laid off. Volume

Intensified competition in a de-

clining market also threatens to

provoke a price war in the offshore

Two weeks ago, Phoenix Caterers

was expelled from its trade associa-

tion for winning a two-year contract

by offering rates of pay well below

those agreed by the other members of the Offshore Caterers' Trade As-

sociation. Wage cuts of about £2,000

a year were imposed on catering staff, according to the Transport and General Workers' Union.

The unions could win back some

Wharton, Williams.

about 15 per cent.

pect it will run for a whole year,

"Officially the wage freeze is sup-

The report, dealing with labour TUC, which had previously remarket flexibility as a whole, is ingarded with scepticism claims of growing labour flexibility but which

The TUC accuses the Government of "hijacking" the flexibility concept and using it to attack work ers and their unions.

On working patterns, the report generally opposes contractual change and is highly suspicious of variation of working time. Pursued to their logical conclusion, it says, the Government's measures to weaken job security would "bring a return for many workers to the old hire and fire casual labour practices, such as those previously seen on the docks.

Fortnightly SE account criticised

THE LONDON Stock Exchange expects pressure to build up among its members over the next few years for changes to its traditional fort nightly account period. But it plans no alteration of the current system in the short term. Many stockbrokers, especially

those accustomed to international markets such as the US, view the current trading method as anach-ronistic. Stock exchange dealing is divided into two-week periods and Unemployment among urvers and days after the end of each person.

doubled to 1936, according to Mr 10 days after the end of each person.

Bygate, But neither the NUS nor ... Mr Michael Baker, the exchange's director of settlement services that a survey. settlement does not take place until vices, said yesterday that a survey of members had shown that they wished to retain the fortnightly account for the present. But pressure was likely to grow, especially from foreign firms, to bring London into line with other markets, he said. at the airport, which handled 1.7m Companies involved in takeover ngers last year, is down by bettles will in future be given a maximum of 15 minutes' advance warning by the Government on whether their bids are being referred to the Monopolies Commis-

catering business, where a one-year contract can be worth more than sion. Martin Dickson writes. In the past, many companies officials, advising them of the reference decision on the evening before

trend by increasing prices

NEC, one of the leading Japane electronics companies, is to in-crease the price of its printers for personal computers in the UK by about 10 per cent, David Thomas writes. The move goes against the general trend of falling prices in the personal computer market.

NEC says it is making the move, which is restricted to its sales in the UK, because of concern about the effect that falling prices in the personal computer market are having on the dealer network. Some dealers have recently gone out of busi-ness, blaming low margins.

II PRIVATISATION of British Air-

ways, originally expected this sum-mer but delayed into next year, "is an essential step towards realising the full potential of the airline, says Lord King, chairman, in BA's latest report and accounts. The BA financial results for 1985-88 were announced earlier this year, with a pre-tax profit of £183m compared with £168m in the previous year.

CURBS on sheep movements in North Wales as a result of the fallout of radiation from the Chernobyl nuclear plant disaster in the Soviet Union, are to be eased. From next week, a ban on the movement of animals is to be relaxed to enable sheep to leave affected areas. That will conserve pasture, which is being steadily eaten away. A ban on slaughter remains.

O SEVERAL FARMING regions in Britain were designated as environmentally sensitive areas and farmers are to be paid not to engage in intensive agriculture, which could destroy them

Announcing the five sites in Eng-land, Mr Michael Jopling, Agricul-ture Minister, said all had been chosen because of their particular importance for their landscape, historic or habitat value.

D BRITISH TELECOM signed a £5m contract with Shearson Lehman Brothers International, the inrestment bank, to provide dealing echnology for a London securities trading floor expected to be one of the higgest outside the US. It will contain positions for 501 dealers, but is likely to expand to 620 positions by 1990.

BANK JULIUS BAKR, of Zurich is proposing to form an investmen company to invest in theatrical productions in the UK and overseas Mr Philip Amphlett, senior vice-president, said that although final plans for the investment arm were not yet complete the bank already had several well known individuals and institutions on the board. D TOTAL STEEL production from

the public and private sector in the first seven months of this year was more than 10 per cent lower than in the same period last year. British Steel Corporation said some of the decline in output was because of the rebuilding and relining of the main Redcar hiast furnace at the corporation's Teesside works.

II MR DAVID STEEN, who has spearheaded the development of the London Stock Exchange's traded options market over the past eight years, has resigned as chairman of the Traded Options Commit-

Mr David Parry, of stockbrokers Panmure Gordon, has been appointed to replace him. C PARENTS of murdered police constable Yvonne Fletcher, whose Libvan assassin was allowed to leave the UK in 1984 because of diplomatic status, began a national campaign to urge the Government to make changes in the law of diplo-matic immunity.

I THE GOVERNMENT has been told by the Confederation of British Industry that small companies frequently lack knowledge about the availability of government grants and have insufficient understanding about their application. O FIVE GURKHA soldiers were sentenced in London to a total of 11 years in prison for smuggling £190,000 worth of drugs into Brit-

echnology. It lacked clear strate

providing a cheaper box than some-one else with the same or cheaper

vices and systems.

NEC defies Vauxhall unions told Hunting to prepare for job cuts as losses mount

BY KENNETH GOODING, MOTOR INDUSTRY CORRESPONDENT

VAUXHALL the General Motors UK subsidiary, expects record losses this year and needs to reduce its operating costs by at least a fifth, union leaders have been

That is expected to lead to anearly-retirement programme. Some union officials believe that 1,200 jobs will have to go, representing e further 9.6 per cent cut in Vauxhall's workforce of 12,500.

With an eye on the prospect of substantial output from the new car factory established to the UK by Nissan, Vauxhall is also looking for changes in working practices, in-cluding a single-union, "no-strike" deal of the type concluded by the

Japanese group.
Mr John Bagshaw, the chairman and chief executive, indicated that Vauxhall's loss this year would be greater than the record £47.4m defi-

Vauxhall declined to confirm the details given to the unions, insisting that they were confidential. However, the company said the mood of the meeting between Mr Bagshaw and the unions was "very positive."

working parties composed of man-agement and union representatives to consider what joint action was to consider what joint action was necessary to various Vauxhall operations to put the company on a better footing, the company added.

The unions expect to hear further details of Vauxhall's plans for the coming two years at meetings for all employees at the Luton,

Bedfordshire, and Ellesmere Port, Merseyside, plants at the beginning of next month.

Vauxhall seems confident of achieving the necessary job cuts by voluntary means because it has many employees aged over 50, including more than two fifths of its male salaried employees.
GM recently instituted a similar

jobs-reduction programme at its Bedford commercial-vehicle subsidiary, which lost £73m last year. It asked for 1,700 voluntary redundancies and early retirements from the workforce of 7,200.

Within three week's more than 2,000 employees had inquired about the programme and terms were agreed with 1,050 shop-floor work-

Reliant shelves US plan

RELIANT, the Staffordshire-based maker of sports cars and threewheel cars, produced only 185 units of its new 8S 1 sports car in the first half of this year and has shelved plans to introduce it in the important North American market.

The SS 1 production figure falls far short of the company's original ambitions for the car, which has been seen as fulfilling a market

When the open two-seater was first amounced in October, 1984, Mr Ritchie Spencer, Reliant's ma-naging director, said the company expected to build and sell 800 cars in its first year of production, start-ing in March last year. Just under 550 SS 1s were sold

year but the figure has fallen to 152 in the first seven months of this to break up, disabling both machine year. The figures mean that the SS and crew. Once fired, the weapon niche left vacant by the demise of 1 is now being outsold two to one by can be thrown away.

The weapon will replace the more and eight to one by Toyota's such as the MG Midget and Triumph Spitifire.

and crew. Once here, the weapon can be thrown away.

The weapon will replace the American M72 and Swedish Carl Gustav anti-tank rockets

awarded anti-tank contract

By Joan Gray

THE MINISTRY of Defence has awarded a £200m order for the next generation of anti-tank weapons for the British Army to Hunting Engi-neering of Ampthill, Bedfordshire. Approximately two thirds of the work, worth Cl30m, will be subcontracted throughout Royal Ordnance's seven factories, where it will create jobs and safeguard employment after a big redundancy pro-

gramme this year.

The contract will create an extra 400 jobs over the next four years. according to the ministry. The new weapon is officially named the Law 80, but is more picturesquely described by the minis-try as a "new-generation tank-bus-

It was developed by Hunting En-gineering with Royal Ordnance as subcontractor from original work and Development Establishment.
The original development con-

tract was awarded in 1978. The first weapons will be ready for use by the Army next year.

The Law 80 is a lightweight, por-table, disposable, mainly plastic an-ti-tank rocket. It is designed to be able to pierce the armour of the main battle tanks that the ministry describes as "the enemy's most powerful fighting machines on the

It can be carried by a soldier in addition to his normal equipment and fired from the shoulder, using an initial burst of tracer fire before launching the main rocket to position the final shot more accurately. Just under 550 SS is were sold. The projectile strikes the tank during nine months of sales last and sends a jet of hot gas through the armour, which causes the metal

Ford and Royer suffer decline in commercial vehicle output

BY KENNETH GOODING, MOTOR INDUSTRY CORRESPONDENT

FORD and the state-owned Rover Group, the UK's two leading commercial vehicle producers, each re-corded a substantial fall in output during the first half of 1986 compared with the same months last

Ford's production dropped by 13,737 vehicles or nearly 25 per cent compared with the first six months of 1985 to 45,207.

Output of the group's replacebest-selling contmercial vehicle, which was launched last autumn, was being built up only gradually in the early part of this year.

commercial-vehicle operations saw

There were also considerable uncertainties about the future of Ford's heavy-truck business, which eventually was transferred to a new joint company under the manage-ment control of lveco, the Flat-owned commercial vehicle group. All sectors of the Rover Group's

a significant drop in production, at least come of which was caused by the public debate about the future

UK COMMENCIAL VEHICLE Total output 144,562 117,356 34,376

truck and bus operations. Land Rover was also reorganising production on one site at Soli-at the 1985 level, imports took e big-hull, West Midlands, involving clos-ing seven satellite plants. In the British producers still face difficult-

count as cars) fell by 3,945 or 25 per cent to 11,887.

Austin Rover's van production declined by nearly 23 per cent or 3,169 to 10,547. Freight Rover's output of Sherpa medium and heavy vans slipped by 10.7 per cent or 1,118 to 9.367. Production of Leyland trucks and buses dropped by more than 21 per cent or 1,744 to 6,475.

That left the total Rover Group commercial-vehicle output down by 20.6 per cent, or 9,946 vehicles, at 329 38,376.

128 According to statistics soon to be 2,308 published in the Society of Motor Manufacturers' monthly statistical Source: Society of Motor Manufacturers and review, total UK commercial-vehi-traders monthly statistical raview cle production in the six months fell by 19 per cent or 27,596 to 117,356 of Land Rover and the Leyland Compared with the same months of truck and has concrations

Although demand in the UK held first six months, Land Rover output ies in their traditional export mar-(excluding Range Rovers, which kets.

Money growth rises to annual 19.3%

BY OUR ECONOMICS STAFF

rose only slightly last month, the Bank of England confirmed yesterday. Sterling M3, the broad measure of money the growth of which bearing sight deposits. Time deposits Government tries to control, increased by £200m or 0.1 per cent during the July banking month.

That brought the annual rate of

increase to 19.3 per cent, well outside the Government's target range of 11 per cent to 15 per cent growth. The amount of notes and coins in

month, but there was e rise of £320m in non-interest-bearing sight deposits and of £500m in interest-

M2, an aggregate that attempts to measure the balances people have available lor immediate transactions, rose by £1.86bn or 1.2 per by 13.9 per cent. Some economists feel that M2 0.4 per cent, seasonally adjusted.

BRITAIN'S BROAD money supply circulation fell by £100m during the provides a better measure of mone tary growth than M3, but the series of figures has not been collected for iong enough to allow the Bank of England to adjust the monthly statistics for seasonal variations.

PSL2, the broadest measure of liquidity published by the Bank, which adds huilding societies and some other forms of deposit to the cent. Over the past year it has risen statistics for bank deposits and cash, rose last month by £910m or

ICL profits from a changing strategy

David Thomas looks at the British computer company brought back

to the ground they have conceded if the rules of the North Sea have stream computer companies. Its 64 per cent increase in halfyearly operating profits announced by STC, the company's parent, this

its new strategy is working.

That strategy was put together by
Mr Peter Bonfield, ICL chairman, and Dr Robb Wilmot, his predecessor, when they brought the compa-

At the heart of that strategy was

strategy as IBM would have been crary, says Dr Aodh O'Dochar-taigh, an ICL board member. The new ICL is "more realistic," as one close ICL-watcher, himself an ex-

gies and decisive marketing.
The new course on which ICL is develop certain niche markets, such set flows from clear decisions by its top managers on a number of inter-linked issues. They include:

companies with turnover of about taigh says.

£100m); and in financial services taigh says.

Some 59 per cent of its sales are frames are still important to it and ICL says its Series 39, launched last (building societies).

Joint ventures. "Our investment year, is selling well. But the company also decided to put much greater hasis on selling computer ser-"We are not in the business of

has been with Fujitsu of Japan in the development of the new ICL romarché of France and Renas-mainframe. Recently, there has close ICL watcher, himself an extaigh. So ICL has put greater emphasis on services, such as value—
In the past, by contrast, ICL had networks, and on microseemed over-dependent on its protaigh. So ICL has put greater emphasis on services, such as value—
ically:

"maintrame. Recently, there has cente of taily as showing that its been a spate of announcements of niche strategy might pay off there ically:

"to company says that expandon value-added networks with Mertaigh. So ICL has put greater emphasis on services, such as value—
ically:

"to company says that expandon value-added networks with Mertaigh. So ICL has put greater emphasis on services, such as value—
ically:

"to company says that expandon value-added networks with Mertaigh. So ICL has put greater emphasis on services, such as value—
ically:

"to company says that expandon value-added networks with Mertaigh. So ICL has put greater emphasis on services, such as value—
ically:

"to company says that expandon value-added networks with Mertaigh. So ICL has put greater emphasis on services, such as value—
ically:

"to company says that expandon value-added networks with Mertaigh. So ICL has put greater emphasis on services, such as value—
ically:

"to company says that expandon value-added networks with Mertaigh. So ICL has put greater emphasis on services, such as value—
ically:

"to company says that expandon value-added networks with Mertaigh. So ICL has put greater emphasis on services, such as value—
ically:

"to company says that expandon value-added networks with Mertaigh. So ICL has put greater emphasis on services, such as value—
ically:

"to company says that expandon value-added networks with Mertaigh. So ICL has put greater emphasis on services, such as value—
ically:

"to company says that expandon value-added networks with Mertaigh. So ICL has put greater emphasis on services, such as value—
ically:

"to company says that expandon value-added networks with Mertaigh. So ICL has put greater

develop certain niche markets, such as retailing, manufacturing and fi-information. ICL is expecting to announce

New markets. The marketplace

Joint ventures. Our investment now in the UK but it has set itself levels against IBM's are patry, that the ambilious target of increasing

It points to contracts such as those from the retailing groups Eu-

now its priority. It has invited a panel of eminent outsiders to advise it on its European strategy.

There is no doubt that the new ICL is to much better shape than the humbering dinosaur of the past. The City of London has been generally impressed by its recent performance.

tering reception in the City.

ICL has devised its strategy on the assumption that it will have to generate all its own cash. With its competitors making huge invest-ments, this may not be sustainable

in the long run.

PC BUSINESS FREE

When you subscribe to PC Business Write for details to:

79 Murray Road

London SW19 4PF

Wrangler licence deal

signed a licensing agreement with Clifford Williams & Son, the Shrop-

The licensing agreement repre-sents a significant shift for the Wrangler brand name in the UK from jeans, shirts and sportswear into men's leisure trousers. They will be more formal than those normally associated with the brand. Clifford Williams, a part of the William Baird Group, will design, make and sell the range. It will pay a substantial minimum royalty for

BLUE BELL International, the the use of the brand name but will makers of Wrangler jeans, has receive the benefit of Wrangler's signed a licensing agreement with considerable television advertising. Clifford Williams & Son, the Shrop-shire-based textile company. The deal is for the use of the Wrangler 13 modern factories, employing more than 3,000 people. Specialls— transers, it apparently ing in men's trousers, it apparently impressed Blue Bell International puter-sided design and production

Mr Porter Thompson, president of Blue Bell International, said the move resulted from a belief that the principal UK clothes market had shifted from the 18-to-25 age group to the 25-to-40 age range, with changes in disposable income.

ICL. THE largest UK-owned com-puter company, is the focus of re-newed interest within the industry. Not long ago it was considered one of the weakest reeds among main-

mouth, was just the latest sign that ny back from the brink of bankrupt-

a clear set of perceptions about what markets ICL should be in, and equally important, what ICL was For ICL to have had the same

functions," argues Dr O'Dochar-taigh So ICL has put greater em-phasis on services, such as value-added networks, and on micro-

four years ago from the brink of bankruptcy

It has even identified niches with. more joint ventures before the in niches - in retailing, (points of year's end. Services. In the past, ICL was seen as a mainframe manufacturer, sale to supermarkets with about 20 and a struggling one at that. Main

> is why collaboration is so important," Dr O'Dochartaigh says.
> Its most significant collaboration

teched position among certain cus-tomers, particularly among the UK public sector, and mesmerised by those are taking a growing share of CL's turnover. with Sun Microsystems of the US, as well as talks with Geisco, the in-formation services subsidiary of set of interests, ICL is also trying to General Electric of the US, on the

lanes); in manufacturing (betch to which we have natural access - the Companies with turnover of about the UK - is too small, * Dr O'Dochar-

its continental European sales by 25 per cent a year.

Perhaps the biggest query hangs over ICL's relation to its parent, STC, which had its recent half-year-ly results met with a less than flat-

Partly thanks to STCs surgery on the rest of its business, ICL, taken over by STC in 1984, now accounts for almost two thirds of the group's

One analyst puts the point polemically: "It does not do ICL any good at all to be part of the STC group." The child may have outgrown the

Cash Book Program For Lotus 1-2-3

To Arm Golge

to an or removable

The way the

er decl

e outn

militario de 1900 (1918). No como de 1900 (1918).

No. 1916 major 1.5

Street Control

100000

100 mg/s

nual 19.

1000 64 500

MANAGEMENT

SANYO'S strike-free agreement with the EETPU, like these of Tochiba and Hitachi, was born out of trisis. In October 1980 out of trisis. In October 1980
Philips announced the closure
of its television plant at Lowertoft, in Suffolk, because of
overcapacity in the industry.
The company wanted to concentrate its manufacturing in
Croydon, Surrey, 1,100 lost their jobs at Lowestoft.

Like many Japanese com-panies. Sanyo was looking for a manufacturing base inside the a manufacturing base inside the EEC. "We were approached by Sanyo," says Noel Salmon, then with Philips, now Sanyo's head of personnel," who bought the site. They didn't want the people, just the site."

To run the new plant, Sanyo signed back on about 250 of those formerly employed with Philips (though on lower rates of pay), and, after looking at Toshiba, reached a single-tinion, strike-free agreement with the EETPU in June 1982, which provided for differences to be resolved by pendulum arbitration if necessary, and stipulated against industrial action. Those reprieved, who made up Those reprieved, who made up the new workforce, were in no doubt about the extent of the change, according to Rod Cooper. EFTPU senior steward: "People have come to realise that the whole situation is totally different. The boot's on the other foot, if you like—and that's accepted."

That level of acceptance was That level of acceptance was a contributory factor to three successfully concluded sets of annual pay negotiations. But by December 1984, the lower pay levels at Sanyo were causing the union difficulty.

Partly, it was an unseen clash

between two planes of the labour market: geographically, rates at Sanyo were in line with the market rates in low-paid East Anglia; within the industry, the EETPU calculated that Sanyo's process workers, for instance, received about £18 e week less than the average, and other employers were starting to quote Sanyo against the EETPU when seeking increases EETPU when seeking increases elsewhere, arguing that if the union could sanction such pay levels at Sanyo, why not elsewhere? Roy Sanderson, the EETPU's national officer with responsibility for the electronics industry, and the union were determined to try to improve Sanyo has levels. improve Sanyo pay levels.

Accordingly, the union tabled a claim within the company's joint negotiating council, for e flat-rate weekly increase of £15, plus reduced hours and im-

Negotiating

Nothing is as simple as it seems

Philip Bassett, in the second of three extracts from his study of Britain's changing industrial relations, looks at Sanyo's experience with a single union deal at its UK plant in Lowestoft



Sanyo took over Philips' plant in Lowestoft to manufacture TV sets and introduced a single union strike-free deal in 1782

Sanyo procedure, Sanderson at this point stepped into the negotiations, and on December 13, the union tabled a claim aimed at making up over three shortfall—30 per cent in the first year, 50 per cent in the first year, 50 per cent in the second, and full parity in the

At this point, eccounts of events between the company and the union etart to conflict sharply—creating et the time a considerable degree of at least misunderstanding, and at worst a good deal more than that. RETPU members now say that the company was at the time doing nothing to rebut rumours in the plant that the union's claim was for an increase of £12 a week, since the company felt that to go to pendulum arhitra-tion with such a claim from the union would inevitably lead to a finding in the company's

Sanderson now acknowledges he did use such a figure in the negotiations, but only as an illustrative point, not as a definitive claim. The company replied by improving its offer, giving a further week's bonus and an extra day's annual holiday entitiement. The offer was again rejected in a workforce baliot, and the issue was jointly referred to arbitration.

The two sides asked Acas to proved holidays; the company provide an arbitrator. Acas replied with an offer of 6 per cent plus at first one week's and later two weeks' extra bonus payment.

The offer was rejected in a ballot of the workforce. Under

1—to attempt to resolve the disagreement hetween Sanyo and the EETPU over the the review of salaries end conditions of employment due on December 1 1984.

2—In the event that a mediated settlement is not possible, then to arhitrate a settlement by deciding for the company'a case only, or the union's case

Outside the agreement

The significant point about these terms of reference, con-firmed by letter to Acas, is that mediation — a non-binding eward by a third party—is not written into ' the company's strike-free deal with the EETPU. Why both sides went outside the agreement seems to have again been a difference of have again been e difference of understanding, in this case of what exactly mediation was.

Fact-finding plays a considerable part in US pendulum arhitration deals—a point of which Sanderson was unaware when he negotiated first Toshiba's and then Sanyo'e agreements: "At the time that those agreements were made, I was not aware of the refinements that had taken place to straightforward final-offer arbitration."
Sanderson sees the whole point
of pendulum arbitration as

in procedure, to keep them negotiating, until a deal is reached, and so was impressed hy the flexibility a further, inserted, stage seemed to offer.

Sanyo either did not fully realise that these were Sanderson's intentions, or simply saw the mediation mechanism provided for in the terms of reference as a short staging-post on the way to pendulum

Resiler arrived in Lowestoft on January 9, and was presented with both sides' statement of case in preparation for the bearing the following day, Both sides also exchanged their testaments. To the surprise of Both sides also exchanged their statements. To the surprise of both Kessler and Noel Salmon, heading Sanyo's team, the EETPU appeared to have changed its offer. Its written claim in its final statement of case was no longer for a three-year deal, but for three points, on top of the company's final offer: an increase of £1.86 per week on all salaries from December 1 1984; a 39-hour working week from July 1 1985; and an extra day's boliday from January 1986, with a further day in January 1987. Salmon was appalled—given what be thought was the union's claim, he was convinced the company he was convinced the company would be successful if that and the company's were tested by pendulum arbitration; be therefore had been ready to take that step, confident the company would not be faced with the cost of meeting the union's

whole claim.

London, with extensive arhitra-tion experience. On January 2. in procedure, to keep them any change of claim, insisting arguing against mediction and the two sides agreed terms of negotiating, until a deal is reference for Kessler, which reached, and so was impressed to move towerds its contained in its written agreeany change of claim, insisting arguing against mediction and that the union had only ever in favour of the procedure as wanted to move towerds its contained in its written agreetarget of parity for Sanyo pay ment with the union. Though with outside comparable com-panies in etages, and that this was simply the first stage for the year under review.

But, in any case, he contends that under the American ex-perience of pendulum arbitra-tion which he was taking as his model, altering the claim right up to the final moment is perfectly permissible.

Kessler opened the hearing on January 10. Salmon protested at what he saw as the union's changed claim, insisting in e statement that "the in-tegrity of pendulum arbitration entirely depends upon hoth parties declaring their final position for consideration at the final negotiating discus-sions." He said: "The concept behind pendulum arbitration is. behind pendulum arhitration is, we helieve, to make negotiators carefully consider the content and direction of their final negotiating position in the knowledge that, without agreement, those positions would be tested by arhitration. Changes made at the arbitration stage are not in keeping with the con-cept behind the pendulum erhitration process."

Salmon asked Kessler to rula

West European

ment with the union. Though the agreement makes provision for pendulum arbitration, it is not wholly mandatory, and Salmon looked likely now to refuse to proceed to that stage. Though he saw a conflict of interest in the two roles, Kessler told both sides that under mediation, as he saw it, he would make recommendations and allow the two sides to consider them, before proceeding further.

by the company.

As Sanderson puts it now,
"The members would have
scorched us." After anguishing

overnight, the bearing reconvened on the morning of January 11, and the union accepted Kessler's proposal.

But the matter did not end

there. Privotely, though the

company was probably not uncompany was probably not un-happy with the level of seltle-ment, it was distinctly con-cerned about the melhod by which it was reached; in parti-

cular, by what it saw as the union's changed cleim. Both sides agreed to look et their existing agreement, to try to

see if it could he made more specific on what constituted a final position, and how and when arbitration should be

Dennis Boyd, Acas's chief conciliation officer, beld a number of meetings with oll sides, and eventually the company and union agreed to put

to e ballot of Sanyo's workers two separate proposals: the

first, supported by the company, that the agreement should remain unchanged; the second, supported by the union, that it

Separate

proposals

further. The company and the union eventually egreed to this. Kessler considered, and came back with e compromise pro-posal-a 7 per cent pay in-

crease; three weeks' honus for 1984, to he paid by the end of Jenuary 1985; en extra day's holiday from January 1985, and a further dey 12 months later; and a 39-bour working week, without loss of pay, from December 1 1985, Sanyo accepted Kessler's suggestion that night. The EETPU asked for time. The union was in fact caught in e ticklish dilemma. If the company

dilemma. If the company accepted the recommendation and the union rejected tt, the union felt that Kessler as erbltrator as well as mediator would be likely to find in procedure should operate in any future dispute. The code was essentially twofold. first element concerned munication: Clear communication between

of practice to clarify how the

the perties is essential to prevent misunderstanding and ambiguity. To this end, the parties will, et all stages of the procedure and hefore moving from one stage to the next, communicate in writing to each other their proposals for im-provements to terms and conditions of employment or for the resolution of the issues nuder discussion.

At the final negotiating stage, hoth sides would try to resolve noth sides would try to resolve differences by negotiation to the point of putting the issue out to hallot. It was the approach to balloting which provided the second element. Before union ballots, a joint statement would be issued as Before union ballots, a joint statement would be issued providing o detailed account of each side's position, and faellities would be grented to the union to counsel members on the union's position towards the

Sanderson now feels that the agreement is clearer for the testing it took; Salmon agree of This complicated history of the fibrst roal difference under the strike-free deals—Sanyo's 1985 pay settlements sailed through wilhoul o hitch—is important because it does show in detoil that the operation of the agreements is likely to be more complex in practice than it might seem in theory.

it might seem in theory.

In a sense, though, aclivating the procedure was both messy and complicated, it did keep people tolking, it did produce o settlement to a difficult disagreement without any industrial action. The difficulties surrounding the whole affair perhaps cast the agreements in a proper light than was wara poorer light than was war-ranted, but they rolsed for arbitrators and industrial rela-tions more generally fuoda-mental questions about the deals' operation.

Can the system in practice bear negotiation, conciliation and mediation right up to the point of arbitration? When should negotiations be con-sidered to have broken down? If that point can be determined, should the claim and offer should the claim and offer current et that stage be deemed final? Could conciliation at that point, but before pendulum erbitration comes into play, have a role? Despite the company's code of practice, what happened at Sanyo has raised a number of issues which only greater experience of the the company's were tested by pendulum arbitration; be therefore had been ready to take that the company, found in fevour of the company, found in fevour of the union's written claim, subtost of meeting the union's written claim, whole claim.

Samon asked ressier to rule on which was the union's final favour of the company under pendulum arbitration. So by rejecting the mediated offer, the union's written claim, subtost of meeting the union might end up present agreement.

Sanderson was now surprised would be likely to find in favour of the company under of the company under of the company under of the company under the mediation prior to pendulum arbitration. So by rejecting the mediation prior to pendulum arbitration. On Mey 8. Strike Free: New Industrial favour of maintaining the system will be able to answer. Strike Free: New Industrial favour of mediation prior to pendulum arbitration. On Mey 8. Strike Free: New Industrial favour of mediation prior to pendulum arbitration. On Mey 8. Strike Free: New Industrial favour of mediation prior to pendulum arbitration. On Mey 8. Strike Free: New Industrial favour of mediation prior to pendulum arbitration. On Mey 8. Strike Free: New Industrial favour of mediation prior to pendulum arbitration. On Mey 8. Strike Free: New Industrial favour of mediation prior to pendulum arbitration. On Mey 8. Strike Free: New Industrial favour of mediat

TECHNOLOGY

Peter Marsh explains how young companies have won the lion's share of a rapidly expanding energy management market

Industry giants suffer as minnows prove more innovative

in a bid to cut energy costs. The bave advanced rapidly in recent energy systems are based on years in Europe include Trans-networks of small computers, mitton, Trend Control Systems networks of small computers, mitton, Trend Control Systems scattered around inflividual and JEL of Britain, Sofrel and buildings, which control heating Stratel in France, HCS Technology in West Germany and eccordance hoth with set programs and other factors such well-established European concerns which sell energy systems.

grams and other factors such as the state of the weather.
Demand for the new systems, which depend heavily on software techniques and communications links and which are gradually replacing older energy control systems based on electromechanical devices, has spawned several small, innovative European companies. These are fighting the dominance in the

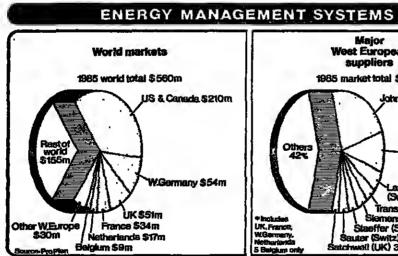
TETLEY WALKER, e British non-domestic buildings has more threwery, hopes over the next couple of years to save £500,000 years, to reach \$195m last year. on the cost of heating 250 pubs in northern England, thanks to an energy management programme based on e system of computerised monitoring devices.

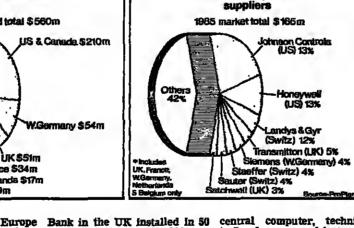
The hrewery is one of hundreds of large organisations which in recent years have turned to electronic techniques. Smaller companies which have advanced rapidly in recent

well-established European con-cerns which sell energy sys-tems include Britain's Satch-well, which is owned by GEC. Siemens of West Germany, and Sauter and Staeffer of Switzer-

In the US, meanwhile, MCC-Powers, Andover Controls end United Technologies are, with Honeywell and Johnson, among the leading suppliers. Most sales in the US, which is aheed of fighting the dominance in the the leading suppliers. Most sales the study, enormous scope for heeting controls business of a in the US, which is aheed of new ventures in this husiness. Honeywell and Johnson Controls of the US and Landis and Gyr of the US and Landis and Gyr of Switzerland.

According to Mr Allan Mo-Hale, director of ProPlan, a UK market-research consultancy, the West European market for energy-management systems for the US and Landis and Gyr of the UK Department of Even by the UK Departme





annual sales in Western Europe will continue to rise to about \$280m in 1990. There is, says the study, enormous scope for new ventures in this husiness. lines to a supervisory computer temperatures inside the building to be the control of the decade, in London, in a scheme partly ing and ordering lights to be received by the control of the first order in London, in a scheme partly ing and ordering lights to be received by the life paratures in the UK installed in 50 central computer, technicians in London can send instructions to the control systems in each branch, setting limits to the building and ordering lights to be received by the life parature of the control of the control of the control systems in each branch, setting limits to the suite of the control of the control

Landys & Gyr (Switz) 12%

effer (Switz) 4%

Transmitton (UK) 5%

by queues of people at cashier positions.

In another example, the landlord of the Huyton Park pub in the new suppliers of energy

ments to fit an energy system— saw bis heating costs drop hy

saw bis heating costs drop hy more than half.

Tetley Walker, which is owned by Allied-Lyons, hopes the two-year programme of fitting energy management systems to 250 pubs will, coupled with other energy saving measures such as improved insulation projects have proved insulation projects, pay for itself within about three

years.
A £7.5m scheme to instal energy systems in a dozen Ford car factories around Western fuel savings of about £3m a year, according to Transmitton, the UK concern thet installed

British Airways hopes to gain similar benefits from a £1.4m system to control heating and lighting equipment in about 40 buildings. Including offices and aircraft hangars, et London's

Liverpool—one of the first of systems have, says Mr McHale the Tetley Walker establishments to fit an energy system— quicker than the more established concerns to adopt new lished concerns to adopt new ideas such as the use of central of other processors scattered around a network. This reduces the effort needed to set a specific pattern of energy use for individual buildings — all the instructions are fed in hy a single technician as opposed to one for every structure — and enables managers to keep a close watch on overali consump-

> The newer companies, also, have paid particular attention to improving the software used in their systems. These programs, for example, ensure that an energy manager can tailor a improving the software used in their systems. These programs, for example, ensure that an energy manager can tailor a heating profile for his building that takes into account many also sell industrial telemetry thet takes into account many different factors. These include the amount of rain or wind the manager can expect at a given time of year and the exact way

that the bricks and mortar in the structure absorb energy. As a rough rule of thumb, an energy management systems energy management systems or include local authorities and a group of buildings costs organisations which administer £10,000 for the central computer hospitals. In Britain, Hereford and Worcester county council and factory units liked to it. plus £5,000 for each set of rooms the European Market 1985-1990, and factory units linked to it. £3,000, from ProPlan, 25 Theo-Each individual building has its balds Road, London WCIX SSP.

THE SUCCESS **GECAVIONICS** EXPORTING TECHNOLOGY

own individual processor plus several dozen sensors monitor lng temperature and the condition of items such as pumps. The market for energy man

been rising more quickly than in other European countries. This partly reflects the relatively poor beating insulation of many older buildings, as a result of which managers find they obtain especially good energy. obtain especially good energy savings by inetalling control equipment. Several of the newer sup-

management from a hackground in either data communications, computers or general

(electronic monitoring equipment) systems, for the water industry for instance, while Priva of the Netherlands ventured into energy mooagement after specialising for years in heating equipment for green-

Japan should give some thought to robots

could faiter according to Mr Peter Stokes, a director specializing in computerised manufacturing at US-based technology Arthur, D. Little. consultancy

He thinks the Japanese emphasis on relatively dumb robots, meticulously engineered for good per-formance and high reliability, may not suffice in future markets, where there will be more emphasis on machines with built-in "brains." that can think for themselves and take flexible manufacturing

Stokes believes such robot design favours Western com-panies and will become more important with decreasing computer hardware costs. But the Japanese are not unaware of the problem says Stokes, and are pouring money into resparch.

COMPUTER-ADDED design (CAD) market changes may occur following the acquisi-tion this week of Scientific Calculations (SC) by Harris Corporation for an undisclosed sum. Both are US companies but are strong internationally.



SC claims its printed cir-enit board design software, Scientis, is used in 70 per cent of major US electronics firms. Harris already has mechanical CAD products and expects the combined effort to improve its position in a marketplace carrently dominated by IBM, Intergraph and Camputervision.

THERMAL STORAGE andnxchange of latent heat is used in equipment from French company Crystopia to reduce heating and refrigera-tion bills. UK company Energy Storage Systems (01-685 1595) is offering the

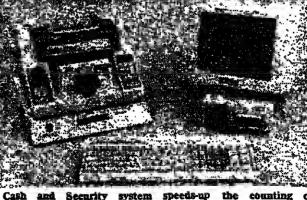
All materials absorb heat while changing state from solld to liquid (for example, ice to water) and vice versa. but Crystopia has a formula-tion allowing 10 times more heat (or cold) to be stored than is possible with the same volume of ordinary heated

Crystopla uses tennis hall-sized scaled nodules of material round which water can flow in e tank. In heating applications, water above the change of stale temperature enange of state temperature loses heat to the material during periods of low demand for heating, During peak demand, the heating system water gains heat from the malerial during the change from liquid to solid. The concept allows smaller fixed-load heating (or cooling, with the processes reversed) plant than would otherwise be needed to meet the peak load, thus saving money.

WURDU, as might perhaps be expected, is the name of a word processing system that operates in Urdu. Micropraxis of Sheffield in

the UK, which developed the software for the BBC microcomputer, has enquiries from Pakistan, where the only alternative software runs on o hig mainframe and is used for typesetting a daily newspaper.

The package is avaliable on a read-only memory capsule or on floppy disk and includes an overlay for the computer'a keyboard. WURDU uses only an abbreviated working form



Cash and Security system speeds-up the counting of banknotes and coins. Banknotes and coins are of the language with 250

characters (a fraction of the total), but has apparently been well received. COUNTING CASH from np

counted automatically and the figures go directly into computer memory. Details of cheques, credit card vouchers and similar non-cash items to 250 tills is aided by compn-ter in the MM\$12 money management system from Cash and Security, St Albans, IK (0727 88902) are entered on a simple keyboard. From the information recorded the system can pro-duce a wide range of printed reports and listings.

One-punch knockout for printed circuit boards

PRINTED CIRCUIT boards (PCBs) are usually drilled to make the holes for component assembly, but a fine plereing system from Aiol in Japan is offered by Bruderer (UK) of Dunstable (0582 576167).

The danger in punching PCB laminate material is that the laminations will separate and that, in any event, the boles will not be clean. The Aioi press produces all the holes in e board in one blow. Hydraulic systems privent laminations from lifting and corrections. from lifting and separating during the punching or extraction movements, with very little damage to hole

COMPUTER INTEGRATED manufacturing (CIM) is dealt with from the business standpoint in a 97-page book from the Society of Manufacturing

Engineers in Dearborn, Michigan, US. CIM is the most advanced form of manufacturing lechpology in which the various of autometion - computer aided design and engineering, production scheduling, robotics, machine tools—are connected together lo give a total manufacturing ing flexibility, reduces "time to market" for new designs, improves reliebility of the product and generally increases competitiveness.

The SME book covers many aspects of preparation, planning and implementation of CIM, with anthors from 1BM, GE (USA), AT&T, Ingersoil and Cone Drive. More on (313) 271 1500.



Exhibitions

What Is Modern Sculpture?: Rather arbitrarily, the American art cribe Margit Rowell answere by excluding Rodin and Maillol from the 1900-1970 period. Her criterion is a break with tradition, and tin, welded with the property of the proper wire, plywood and string are next to sculptures in hronze and marhle. There are some splendid works by Picasso and Matisse, Brancusi and Giacometti. The exhibition cootio-ues from the 5th floor to the forum in the basement with Beuys and Arte Povera and is unspeakably depressing. Centre Georges Pompidou Closed Tue (42771112) Ends Oct 13.

Picasso Museum. The 17th ceotury
Hotel Sale, sumptiously restored,
provides a fitting home for the
world's largest collection of Picasso's work. 1t comprises 203 paintings, 158 sculptures and more than 3,000 drawings and engravings, 16 collages and 88 pieces of ceramics. It is completed by Picasso's collection of paintings by his friends such as Braque and Matisse, or by artists be admired, Recoir, Cezanne and Douanier Rousseau. Musée Picasso, Ho-tel Salé, 5 Rue Thorigny, Paris 3 (42712421). Closed oo Tuesdays.

Rodin's Riches. A delightful 18th cen-tury Townhouse - Hôtel Biron -contains the life work of Auguste

Rodin, whose genius opened the way for modern sculpture. in the gardens his Thinker broods, the Burghers of Calais trudge to their tragic destiny and Balzac, draped in his cloak, defires time. Musée Rodin, T. Rue de Varena (Matro Vo. 77, Rue de Varenne (Metro Va-renne) (47050134). Closed Tues-

Hispano-American Silversmith's work: The 150 exhibits on loan from the Bueoos Aires municipal museum cover three centuries and are the result of the combination of the legendary riches of the Peruvian nes with the exuberance of colo mial craftsmanship. Silver – beaten, chiseled, filigreed – accompanies everyday life. For the gaucho there are silver stirrups and cruel looking spurs. There are delightful perfume-burners in shapes of animals and moté cups for traditional herbal infusions decorated with endlessly in-ventive flower motives. As for litur-gical objects, religious fervour tends to make the oroste baroque style rather overpowering. Louvre des Antiquaires. 2 Place Palais-Royal (4297 2700). Ends Sept 6.

BRUSSELS

Ghent: Chambres d'Amis, 51 international artists showing in 51 private houses. Tickets, map etc from Modern Art Museum, (091/211703). Ends Sept 21.

Florence: Fort Belvedere: Donatello and bis Contemporaries illustrates the remarkable versatility of the greatest sculptor of the early Renaissance. Half the 110 works bere were on show in Detroit last au-turn, but ootable additions include the Cellini Madonna lent by the Victoria and Albert Museum, the bronze Tondo rediscovered in 1975 and two recent discoveries of possi-ble Donatelins: The Madonna of the Murate (found in the chapel of the one-time Florence prison) and the

unfinished bead of a youth, found in the Uffizi store-rooms. One room contains the four outstanding Flor-eotine wooden crucifixions of the fiteenth century joot counting Mi-chaelangelo's in the Casa Buooarot-til: That of Brunelleschi; the cruci-fixioo from S. Croce by Donatello, Michelozzo's from S. Niccole and the crucifix from S. Booaventura a Bosconi Fratt. of doubtful attribu-Boscoai Frati, of doubtful attribu-tion. Ends Sept 7.

non. Ends Sept 7.

Bome: Museo Nazionale delle Arti e Tradizioni Popolari (Plazza Marconi 8, eur): "Precious Ornaments." A large collection of Folk jewellery from all over Italy, dating from the turn of the century, illustrated with charming photographs of heavily bejewelled countrywomen. Until Nov 30.

Venice: Palazzo Grassi: Futurism and Futurisms: Flat opens its art centre on the Grand Canal with the largest exhibition to be devoted to the Fu-turist Movement, a movement born in Italy, and the first to exalt tech-nology, and to try to convey speed on canvas. More than 300 works bave been lent. The paintings are mainly from 1909-18, but there are also sections devoted to literature, theatre, music, architecture, fashion and furniture, showing futurism's influence up to 1930. Ends Oct 12.

Florence: Palazzo Pitti (Sala Bianca): Mary Magdalene: Saint and Sinner: An inspired exhibition based on the contrasting aspects of the character of Mary (who symbolises both sin and redemption) as seen by artists and redempoon) as seen by arrais as diverse as Titian (the glorions Mary Magdalene of Noli Mi Tan-gere) to Guttuso and de Chirico, via the gloomy and often despairing fig-ure of many of the 19th century paintings. Ends Sept 7.

Lugano: Villa Favorita Goya In Private Spanish Collections: 50 paintings by Goya, normally impossible to see and which bave never travelled before. The exhibition is orga-nised by Baron Thyssen and the Spanish Minister of Arts. Among

them is the portrait of the Contessa di Chinchon, considered the best of Goya's paintings of women. Ends Oct 19.

LONDON

Hayward Gallery: Dreams of a Sum-mer Night - an exhibition of pain-ting at the turn of the century in the five Nordic countries, organised by the Arts Council and the Nordic Council of Ministers. It proves to be an important and intriguing exer-cise in critical reassessment, for though many of the painters enjoy-ed a certain contemporary tame ed a certain contemporary fame abroad, they were with one great ex-ception all but forgotten in the years after the first world war. Munch was that exception, and the chief value of this exhibition, which throws a fresh light oo his work, is the demonstration that be was no arbitrary phenomenoo but the oot-able product of a distinctive national and regional character. Ends Oct 5, then Düsseldorf and Paris.

eldorf, Kunstmuseum, Ehrenhoi 5: Otto Pankok (1893-1966). The Passion; 60 buge charcoal drawings by 1933-34. Ends Oct.

1933-34. Ends Oct.

seson: Villa Hügel: The chairman of
Krupp, Dr Berthold Beitz, who is also head of the private Ruhr cultural
institute, was the moving force behind this exhibition, helped by Mr Erich Honecker, the East German leader. The Villa Hügel, 114 years old, has been redecorated for the exhibition. This is the first show organised by the institute, founded three years ago on the initiative of the Krupp Foundation. The treasures from the period 1694-1733 of great Electors are on loan from Dresden's state cultural collections. The eight royal collections are presented separately with characteristic master works. There is also one of the old-

est and most complete coin collec-

tions in the world and a buge collection of arms and copper engravings by Boucher, Chardin, Piranesti and Tiepolo. The picture gallery includes works by Titian, Poussin, Velas-quez, Rubeos, Rembrandt and Cra-oach, Ends Nov 2.

München, Lenbachhaus, Luisen-strasse 33: Hommage a Beoys: 69 painters exhibit some 100 pictures with 150 late works by Joseph Beu-ys (1921–1986). Ends Sept 28.

NEW YORK

MEW YORK

Museum of the City of New York: Arhit Blatas's paintings, drawings and
sculptures of Three Penny Opera
covering 12 scenes and 11 characters, were inspired by the historic
Theatre de Lys production in 1954
starring Lotte Lenya. Ends Oct 15.
Whitney Museum: The largest exhibit
ever mounted of Shaker design
abows off the strong, simple lines in
the furniture, tools, textiles and
graphic design of one of the great
American Puritan cultures that remained separatist and intact for
more than a century. Ends August mained separatist and intact for more than a century. Ends August

Museum of Modern Art: Vienna 1900, incloding 700 paintings, designs and objects, covers silverware, jewellery, furniture and ceramics, with the Successionists like Klimt and his Golden Style, as well as Kokoschka and Schlele in a comprebensive exhibit that illuminates the birth of modernism. Ends Oct 21.

NETHERLANDS

Amsterdam, Nieuwe Kerk, Paintings, Amsterdam, Nieuwe Kerk. Paintings, prints and contemporary documents chart the career of Michiel de Ruyter, the brilliant Dutch admiral whose most celebreted exploit was to sail up the Medway in 1667, huming or cepturing 16 ships, and making off with the Royal Charles, the pride of the English fleet, which was towed back to Rotterdam and turned into a floating ale-house and hrothel. His extravagantly ornate hrothel. His extravagantly ornate tomb is one of the centrepieces of

Deruma Otrodhi, Since ancient times Jacenese children navis enjoyed at la game of daruma-ntodhi — knooking away tre wooden rumaters beneath the derums. The object of

this serene, late Gothic church.

Ends Aug 29. Eindhoven, Van Abbe Museum. Cur-Eindhoven, Van Abbe Museum. Cur-rently drawing a record number of visitors to the 50th anniversary Eye-level exhibition of its entire collec-tion. The 1,500 works read like a roll-call of modern art, from Cha-gall, Kandinsky, Braque and Picas-so to Klein, LeWitt, Baselitz and Kiefer. Ends Nov 9.

Amsterdam, Van Gogh Museum. Vive le public an exhibition of Daumier's sattirical prints of the emergent bourgeoisie bedazzied and beffled by 'Art'. Ends August 25.

by 'Art'. Ends August 25.

Amsterdam, Tropenmuseum. The Human Story charts evolution from the origin of the universe, through the age of the dinosaurs and the appearance of the first primates, up to the present day. Video programmes, life-size reconstructions of early hominids (including Leakey's famous 'Lucy') and touch-screen displays illustrate this detailed story of mankind previously seen at the mankind previously seen at the Commonwealth Institute. With an introductory section on the theory that a meteorite impact 64 million years ago led to the extinction of the nosaurs and cleared the way for the birds and mammals. Ends Oct

reasures from Turkey gathers to-gether more than 460 exhibits from 22 museums to provide an overview of the civilisations that left their mark on Anatolia in the course of mark on Anatolia in the course of 1,000 centuries. The first section covers the Stone and Bronze ages, with pottery, delicate figurines and gold ornaments. The second part is devoted to the classical period, from the first contacts with Greece up to the end of the Byzantine Empire, and contains superb Hellenistic status a Roman contrait gullery and tues, a Roman portrait gallery and the treasury of Constantinople. The refined cultures of the Seljuks and Ottomans are explored in the final section, furnished mainly from the Topkapi Museum, with illustrated

Leiden, Rijksmuseum van Oudheden.

books, tapestries and embroldered garments. Ends Sep 22.

masterdam, Rijksmuseum: Impressionists and their contemporaries in an exhibition of 140 French prints spanning the period 1860–1990, including foreign artists who made Paris their spiritual home. Ends

WASHINGTON

National Gallesy: The first major retrospective of the works of 19th-century American landscapist George Inness traces the artist from the early influence of French Barbizon landscapes through the development of his own soft naturalism with dramatic skies dominating rollwith dramatic skies domining terrains. Ends Sept 7.

SPAIN

Madrid, Prado Museum. French, Spanish and Italian paintings of the 18th century. This exhibition from the Prado collection includes works not seen for 15-20 years as well as not seen tor 10-20 years as weil as recent acquisitions. Tiepolo, Bayen, Maella, Paret, Juan Bautista, Mengs. Palacio de Villahermosa, Plaza de las Cortes 8. Ends Sept 30.

Madrid, Treasures of Spain - Ten Cen-turies of Books. Three exhibitions gather Spain's rich book collection of 1,000 years. Biblioteca Nacional, Sala Ruiz Picasso, Paseo de Recole-tos 22. Ends Sept 7.

Madrid, "Monsters, Dwarfs and Buffoons in the Court of the Austrias." Superb collection of painting by Rib-era, Velazquez, Carreno, Verones, Mezo, Antonio Moro, Sanchez Coello, Sanchez Cotan. Grouped together to show the splendid donation by the Fundacion Bertran to the Fundecion Friends of the Prado Mu-seum: Juan van der Hamen's "Por-trait of a Dwarf", XVII century. Pra-do Museum, Edificio Villanueva, Paseo de Prado. Ends Aug 30. autander. Four exhibitions spon-

autander. Four exhibitions spon-sored by Fundacion Santillana:

Goya's and Picasso's bullfighting (a splendid contrast of engravings splendid contrast of engravings painted by two top Spanish painters in different centuries of popular buildighting scenes); Ceramics – A Form of Plastic Expression gathers a rich and ample panorama of Spanish ceramics by young artists; Interior Volces: 12 Spanish Realism Painters; and Design and Colours of Guatemala's Textiles. Fundacion Santillana, Santillana del Mar. Ends Aug 30.

CHICAGO

Art Institute: Treesures of Japanese
Buddhist Art, the only showing in
the Western world of works from
the great Todaiji Temple in Nara,
Japan, includes 151 statoes, handscrolls and intricately designed lacquered objects from the largest
wooden temple in the world. Ends
Sent 2

Along the Sumida River: Ukiyo-e mas-Along the Sumida River: Ukiyo-e mas-terpieces depicting Tokyo-ites in past centuries (pre-workaholic times) relaxing by enjoying recrea-tions such as flower-viewing in spring or boating on the river in summer. Ohta Memorial Museum in Harajuku, off Omotesdando Ave-nue. Ends Aug 24.

Nagasaki during the Edo era (1603-1867): Everyday objects and fine art from Dejima, Nagasaki, the small island in Nagasaki harbour, foreigners' ghetto, where those (mainly Dutch) trading with Japan, were sequestered. Art objects by Dutch doctor Philipp Franz Von Siebold, one of the rare foreigners who bad any direct contact with Japanese, during his Museum of Art stay 1823-29. 7, Isetan Department Store, Shinjuku Ends Ang 19.

Okura Shukokan Museum: Sculpture

and paintings from China and South-East Asia from the museum collection, Okura Hotel. Ends Aug

side Denis Quilley in the transves-tite show for all the family. Weak

second act, less than vintage Jerry Herman score. The show has not

Harman score. The show has not travelled well from Broadway. (437 7373 (CC) 734 8961).

Bithe Spirit (Vaudeville): Susan Hampshire and Joanna van Gyseghem have now joined Simon Cadell in this enjoyable Coward revival. (228 0021)

(336 9987).
Troilus and Crescida (Barbican): Provocative RSC production set vaguely in the Crimean War with Juliet Stavenson refusing to play Cressida false but riveting just the same, The bumptious 1950s Merry Wives continues in propulsion.

Dalliance (Lytteltun): Tom Stoppard's new version of Schnitzler's Liebelei is a crushing disappointment only partly redeemed by Brenda Blethyn as the ruined working girl. A theat-ricalized travesty of the work adds

ricalised travesty of the work adds to the confusion of middle-aged ac-tors playing boyish dragoons in Pe-ter Wood's numbingly respectable production. (928 2252).

Lend Me A Tenor (Globe): Fresh and

inventive operatic farce by new American author Ken Ludwig set in Cleveland, Ohio in 1934. Der

Lawson and Jan Francis lead an en-

ergetic company in mistaken iden-tity romp, while Verd's Otello car-ries on regardless: (437 1562)

When We Are Married (Whitehall): Matchless comic playing from an all

star cast in Priestley's comic war-house about silver wedding anni-versaries undermined by an incon-venient revelation. Bill Fraser is a

and the couples are led by Timothy West and Prunella Scales. The 1930 theatre has been beautifully reno-

more's brilliant direction of back-stage shenanigans on tour with a third-rate farce is a key factor. (836 8888).

movie magic, an exciting first half and a dwindling reliance on indiscriminate rushing around. Dis-reyland, Star Wars and Cats are all influences. Pastiche score nods to-

wards rock, country and hot gospel. No child is known to have asked for his money back. (834 6184).

42nd Street (Drury Lane): No British equivalent has been found for New York's Jerry Orbach, but David Mer-rick's tap-dancing extravaganza has

Lennan (Astoria): A not too critical celebration of the life and music of John Lennon thet is enjoyable especially for the musical resourcefulness of the cast and Mark McGann's length and life.

look-and-sound-alike.

been rapturously (836 8108).

vated. (930 7765).

Pur yourself on top in securities with the Mitsui

Mitsui Trust Group -- known worldwide in banking now offers securities through offices in Europe.

For decades we've been a major name in banking worldwide. Now the Mitsui Trust Group also provides institutional investors with full-scale services in securities - through offices in Europe staffed by experienced analysts. Put yourself on target in securities investment. Tap the knowledge and ability of the Mitsui Trust Group.

The Mitsui Trust & Banking Co., Ltd.

London Branch: 99 Bishopsgate, London EC2M 3XD, U.K. Tel: 01-638-0841 Telex: 8811344 MTRUST G Cable Address: TRUSTMIT LONDON EC2 Zurich Representative Office: Glärnischstrasse 36, CH-8002 Zurich, Switzerland Tel: 01-2023930 Telex: 815858 MBCO

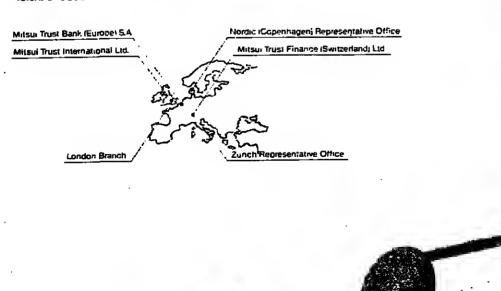
Nordic (Copenhagen) Representative Office: NY Østergade 12, 1st Floor, 1101 Copenhagen K, Denmark Tel: 01-135113 Telex: 19535 MTBCOP DK Mitsui Trust International Ltd.

99 Bishopsgate, London EC2M 3XD, U.K. Tel: 01-256-5691 Telex: 945831 MTINTLG Cable Address: MITSUITRUSTINT LONDON EC2

Mitsui Trust Bank (Europe) S.A. Avenue Louise, 287-Bte 5, 1050 Brussels, Belgium Tel: 02-640-8850

Telex: 64720 MITBK B Cable Address: MTRUST BANK Mitsui Trust Finance (Switzerland) Ltd.

Glärnischstrasse 36, CH-8002 Zurich, Switzerland Tel: 01-2023930 Telex: 815858 MBCO





Heed Office: 1-1 Nihonbashi-Muromachi 2-chome, Chuo-ku, Tokyo, (103) Japan Tel: 03-270-9511 Telex: J26397 Cable Address: TRUSTMIT TOKYO Overseas Network: New York, Los Angelas, Toronto, São Paulo, London, Brussels, Copenhagen, Zurlch, Sydney, Melbourne, Singapore, Hong Kong, Beijing

Theatre

Primp Boys and Directes (Apollo Cen-ter): Facethous look at country music and down-home country life with a good beat and some memorable songs, especially one played on kit-chen utensils has proved to be a du-rable Chicago hit. (935 6100).

Noh by Torchlight (Takagi Noh). A special treat in Tokyo's relentless summer heat is outdoor Noh perfor-mances by firelight, held in the evening cool at shrines, offering a rare chance to experience Noh in its original outloor setting. The effects of strategically-placed fire caskets are perfect for the other worldy atmosphere of Noh. Programmes inhospitate in Not. The tiny pocket books, A Guide to Noh and Guide to Kyogen (available at hotel book-stores) give the plots. Very popular and usually held at weekends, see Tokyo papers for details. Book early to avoid disappointment.

NEW YORK

Cats (Winter Garden): Still a sellout, Trevor Num's production of T.S. El-liot's children's poetry set to trendy music is visually startling and choreographically feline, but classic mily in the sense of a rather staid verblown idea of theatricality.

(239 6262). 42nd Street (Majestic): An immodest way in the 39s incorporates gems from the original film like Shuffle Off To Buffalo with the appropriately brash and leggy hoofing by a large chorus line. (977 9620).

A Chorus Line (Shubert): The longest-

Noises Off (Savoy): The funniest play for years in London, now with an improved third act. Michael Blakehas not only supported Joseph Papp's Public Theater for eight years but also updated the musical genre with its backstage story in which the songs are used as auditions rather than emotions. (5.30 5000).
Starlight Express (Apollo Victoria):
Andrew Lloyd Webber's rollerskating folly has 10 minutes of Spielberg movie magic, an exciting first half

(239 6209).

La Cage aux Folles (Palace): With some tuneful Jerry Harman songs, Harvey Fierstein's adaptation of the French film manages, barely, to capture the feel of the sweet and hilar-ious original between birth kicking ious original between high-kicking and gaudy chorus numbers. (7572626).

Pim Not Rappsport (Booth): The Tony's best play of 1986 won on the strength of its word-of-mouth popu-larity for the two oldsters on Central Park benches who bicker uproar-iously about life past, present and future, with a funny plot to match.

(239 6200). Hig River (O'Neill): Roger Miller's musig River (O'Neill): Roger Miller's mu-sic rescues this sedentary version of Huck Finn's adventures down the Mississippi, which walked off with many 1985 Tony awards almost by default. (246 0220). The Mystery of Edwin Drood (Imperi-al): Rupert Holme's Tony-winning resurrection of the unfinished Dick-ens classic is an inventory musica-Are You Lonesome Tonight? (Phoenix): More musical hagiography with Alan Bleasdale's Elvis Prealey show using flashback and excellent live recreations of the rock and roll hits to explain how Martin Shaw's magnificently wrecked and flabby King in crushed velvet jumpsuit has reached this pretty pass. Exploitative, but not strictly for tourists. (636 2294).

ens classic is an ingenious musical with music-hall tunes where the au-dience picks an ending. (239 6200).

LONDON

The Normal Heart (Albery): Tom "Amadeus" Hulce is playing the crusading hero of Larry Kramer's hysterical melodrama for a three-month season, as public concern over the Aids epidemic increases. (838 3878 credit cards (CC) 379 8585). La Cage Aux Folles (Palladium); George Hearn a welcome star along-

Imsterdam, Carre Theatre. China's Peking Circus (ends Sun, matinées Sat, Sun). (225 225).

Music

Arto Noras, cello, Bruno Rigutto, pi-ano: Beethoven, Bach, Brahms (Mon 7pm), Auditorium des Halles, 5 Porte Saint-Eustache. or rotte Saim-Sustache.

Irina Zaritskaya, piano: One hour with Scriabin (Tue 6.30pm). Auditorium des Halles.

All these concerts are part of the Paris Festival Estival. Taped information in English round the clock (4764 9080).

LONDON

BBC Symphony Orchestra and Singers conducted by David Atherton in Dallapiccola's II prigioniero. Also Lontano directed by Odaline de la Martinez with Peter Frankl, plano and Mark Lubotsky, violin, in Berg's Chamber Concerto. Royal Albert Hall (Mon). (589 8212). English Chamber Orchestra conducted by Jeffrey Tate with Balph Kirschbaum, cello. Haydn, Schumann and Strauss. Royal Albert Hall (Tue).

BBC Symphony Orchestra conducted by David Atherton with Howard Shelley, plano. Elgar, Peter Dickin-son and Rachmaninov. Royal Albert Hall (Wed).

Royal Phitharmonic Orchestra con-ducted by Yuri Temirkanov with Anne-Sophie Mutter, violin, Lyadov, Dvořák and Tchaikovsky. Royal Al-bert Hall (Thur).

ITALY

Verona: Arena di Verona. Concert per-formance of Fidelio conducted by Christian Badea. The soloists in-clude James King. Gwyneth Jones, Siegmund Nimsgern, Hans Tscham-mer and Sona Ghazarian. (Mon). (2 81 51).

Compei: (Panetenee Pompeiane): Luc-don Symphony Orchestra conducted by Lorin Maazel (Wed and Thur). (474 3718).

Continued on Page 9

Last night of the proms, American-style

Pretty in Pink directed by Howard Sugarbaby directed by Percy Adlon Chan is Missing directed by Wayne

· Frank August

heart-palpitating days when your exams were all done and yon fished out your hest tuxedo or ball dress to accompany your girlfriend/boyfrlend to the High School prom?
If you are American, you

will. If you are British, you will not know what I am talking about; unless you have seen it all in the movies. Clearly one reason for Britain's socio-cultural decline is that it lacks a generation brought up on this starry-eyed ritual. The school prom is a rite of passage. It is to American youth what circumcision is to African tribes, only pleasanter. It is also, as more and more of today's films reveal, a catalyst for class schisms we scarcely knaw existed in "classless" America. In Pretty in Pink we are off to the prom again. Poor girl Andie (Molly Ringwald) loves rich boy Blane (Andrew McCarthy) and they romance each other despite the sneers, tut-tuts and discouraging noises of their school friends. Andie's ugly duckling pal from the wrong side of the tracks (Jon Cryer) thinks she should stay in her income bracket and love him. Blane's best friend is a male chauvinist snob (James Spader) who fancies Andie himaelf but only with a view to a casual, covert fling. "Why don't you just nail her and get out of 11?" he couthly advises

Will love triumph over peer pressure and social prejudice? Will Andie and Blane steal their teenhood romance and soon be ready to tumble out into the

adult world?
Yes, of course — eventually.

was a sected R.

ine its to topic

99.

and a state of the

المواد المراجع المراجعون

1.15 1 × 1.20 1.49

transfer transfer to the second transfer transfer to the second transfer transfer to the second transfer transf



Annie Potts and Molly Ringwald in Pretty In Pink

early scenes sense bombardment and simple sentiment win us over. As the soundtrack grooves ont rock song after rock song, Miss Ringwald proves an appealing Ringwald proves an appealing Cinderella with an eye-catching wardrobe. She shows that poverty and ruda remarks from her classmates ("Where did you get those clothes — the five-and-dime?") are no obstacle to fulfilling the Hollywood requirement of a new outfit in each scene. Most of these are in what might be called Bag Lady. Chic — flowered hat, granny glasses, explosions of old lace — but Miss R is e mone-mouthed charmer who transcends sartorial disadvantage. Smart lines, smart charac-

tage. Smart lines, smart characters and smart acting (Harry Dean Stanton a treat as Andie's Dad) also help the film spin But soon neither author Hughes nor director Howard

fantasy trimmings, this movic has merely e routine, reach-for-your-Kleenex happy ending, carries the mattress personally seen coming from too far back from the shop—she plans their romantic congress. Here they

The film has nonetheless hit the him has nonetheless hit the box-office jackpot in America, which shows that, in a real world assailed by unhappy endings, wish-fulfilment denonments on screen have their charm. So, for non-Americans, does the reassuring proof that over their denocartic proof that even that democratic Utopia — where anyone can be Utopia — where anyone can be President, anyona can fall in love and anyone can go to the ball — has a few subversive stirrings of class warfare deep in the groves of Academe.

Sugarbaby's star - crossed lovers could not be a greater contrast to Andie and Blane. In this sour-and-surreal romance from Germany's Percy Yes, of course—eventually. This is Hollywood. Chicago, Hughes nor director Howard Adion (of Celeste and The Story being set in the toddling town but entirely filmed in Los Angeles. Scriptwriter John Hughes (The Breakfast Club, Weird Science) gives us a tale that skeeters colourfully along for half its length, before an early suspicion of déjà vu grows into a ponderous cerhigh-volt collision, the firm has nowhere quite so electrifying (or funny) to go. We languish the bedroom and are treated to much mutual soul-pouring amid e aea of duvet. Diving into their respective pasts, they dredge forth all the memories and hang-ups that caused a young man and an earth mother

young man and an earth mother to fall in love with each other.
Only Adlon's Celeste-stylc fascination with passing rituals—the deily foam bath, the daily cocktail, the daily lovers' tiff—keep tha tension going. Thet and the bypnotic flux of Miss Heer's everypapairs. Heer's ever-panning camera, which ebbs and flows across the faces, two luminous buoys picked out in a warmly lyrical ocean of filtered colours

"Yes, we bave Won Ton soup, but spelt backwards. Not now." Chan is Missing should be subtitled "Alice in Chinatown." Chop logic, non-sequiturs, puns narrative ellipses and a marvellous deadpan lunacy punc-tuate this tale of a Chinese-American cabbie and his son investigating foul play in San

Francisco.
"Chan" is missing. But we never quite discover who Chan is (except that he is no relation to Charlie) or why he is missing. Instead we ere bustled through a bewitching cross-cultural collage of big-city immigrant life thinly disguised as a metery thriller.

born lena sorceress who lit a mystery thriller.

Subway Riders with similar rioting pastels, and cleerly — the very name suggests a went to school at the R. W. smash-up between East and Fassbinder Seminary for Young West—clearly relishes the possibilities for semantic farce in an imigrant setting. And musical farce. A movie that starts off with "Rock Around the Clock" in Chinese (over the credits), takes in such hits as "Fry me to the Moon" (sung by the cook in a Chinese res-taurant kitchen) and ends with a kaleidoscopic cut-up segneneset to "Grant Avenue," se toes tapping and funnybones

kafka-esque mysteries of un-derground train-driving rotas; all this to track her casually glimpsed prey, known only as "Huber 133." Once pinpointed, he is open to ber attack. She perms her hitherto unsightly hair. She dons a dress in lowtingling in equal measure.

But as well as wackiness,
there is wisdom. This was Wang's debut movie, made becut shiny puce (revealing a cleavage comparable to the Grand Canyon). And she waits for Herr Right by a cbocolatefore the recently seen Dim Sum, and already he shows a flair Grand Canyon). And she waits consummated in that film for for Herr Right by a coocolate-bar dispenser on the platform. family tiffs into a pixillated Once hero and heroine have poetry of the everyday.

The Gentle Shepherd/Edinburgh Festival

Michael Coveney

Allan Ramsay's The Gentle Shepherd (1725) is one of the finest examples of Scots pastoral poetry and, after the success of The Beggar's Opera in 1728, was promptly transformed into a ballad opera. It is given in this form, with Cedrie Thorpe Davie's 1949 Festival song settings, by students of song settings, by students of the Royal Scottish Academy of Music and Drama in the Signet Allan's delightful illustrations

Library. The library has proved an unhappy venue for this Festival. Its acoustic is poor, its rarefied, rather laundered neo-classical

priateness, the lines are spoken by one group of performers, the songs sung hy another. In the Festival'e Golden Age of Scottish Painting exhibition you can see some of Devid

of the poem which give a fair idea of Ramsay's earthiness, high spirits and even the collo-quiel inventiveness that so recommended him to Bnrns and all Scots poets since.

Toby McLauchlin, with musical direction by John Langdon, is simply dreadful. With a hizarre, dislocating inappro-Douglas, The wbolc point about Ramsay has been lost, huried beneath a pail of cultural

The swains, Pstie and Roger and a milkmaid turn out to be of higher hirth than they knew, Patie the land-reared boy of the Pentland Hills where, a few miles from Edinburgh, the action is set during the course of one day. There is no grit or incident to compare with Gay's model, but Ramsay'a robust and often enchantingly rhythmic pastoral verse justifier the chims of the model. properties unsuited to theatrical performance. The etmosphere of genteel plety has been destructively contagious in respect of both Douglas and now The Gentle Shepherd. Only a reading of Ramsay's poem conveys its simple bucolic charm.

The Academy's production by

and all Scots poets since.

In the Signet Library, the robust and often enchantingly rhythmic pastoral verse justifies the claims often made for the piece as one of the best ballad operas, that peculiar end intriguing British invention which flourished for 10 years until Walpole's licensing act of 1737.

Chiaroscuro/St Paul's, Knightsbridge

Richard Fairman

The Proms programme seems to delight in emhracing ex-tremes. After Strauss' gergantuan Alpine Symphony at the Albert Hall, the late night concert nn Wedesday moved to St Paul's Church in Knights-St Paul's Church in Knights-bridge for a selection of modest cboral pleces from the 17th century. With the very mini-mum number of performers being employed, the contrast could hardly have been greater. A vocal ensemble of aix mem-bers can suffice for Carissim'a

uses merely a vocal line end the seven pleyers of London continue to huild up a moving final scene that is e verilable

In this the soprano Patrizie Kwella sang with a lovely purity of tone, though she might bave been more dramatic, given the strong emotions of the music. Solo organ made an effective continuo. The chorus which follows is written in six parts, identical in distribution to the solo roles of the bution to the solo roles of the oratorio. There is clearly an

Baroque, There is, perhaps less justification for paring down the forces here, as the score for Welcome to all the pleasures seems to presume a contrast between solo and choral groups, but some reward comes with the extra freedom of expression and clarity.

Each of the solos offered strong singing, especially from the bass David Thomas. (How msrvellously vivid Purcell's writing for the voice is.) But bers can suffice for Carissimi'a oratorio. There is clearly an argument to restrict the chorel this early oratorio is brief and concise, its three scenes deftly sketching in many different roscuro did here.

The same performers were full antes filli " creates a powerful mood of lamentetion in two lines. The last solo for Jephsthah's daughter, as she contemplates death in the mountains. members of Chiaroscuro ere-audibly-distinguished soloists in their own right.

US master of movement

seen in the last two or three years have been the work of choreographers not from the ranks of the ballet companies themselves but from the field of contemporary or "post-

of contemporary or "post-modern" dance, Among these I would name Merce Cunningham's Un Jour ou deaux for the Peris Opéra and Arcade for the Pennsylvania Ballet; Twyla Tharp's Bach Partita for American Ballet Theatre and Brahms/ Handel, her collaboration with Jerome Robbins for New York City Ballet; David Gordon's for ABT; and Richard Alston's Midsummer for the Royal Ballet. All these ballets explore and extend the classic vocabu-

lary—they do not propose a hybrid of hallet and moderndance idioms.

To this short list I would now add Mort subite, a ballet hy Mark Morris to the Poulence organ concerto, presented by the Boston Ballet in February and shown recently at the enterprising Pepsico Summer-fare festival at the State University of New York's suharban campus at Purchase,

tunlessness; hut Lydia Watson's suhnrban campus at Purchase, virgin has a nice line in gormless archness. Petrick Cargill's naughty old man struggles to inject life into his scenes; Meriel Dickinson, as his wife, Michael Clark in the British subject, and the subject, and the subject, and the subject of the subject of the subject, and the subject of the subje

vingin as neother and sister kidnapped by pirates years before.

The best known song is the prologue "A Comedy Tonight" sung by the irrepressible schemer, the slave Pseudolus. Forty minutes in he flickered An attractive echo duet where the lanocent asks advice of the gods and is answered by her into life, and sporadically gods and is answered by her into liance on the state of the serious to the more prologue to make one reminds us of her operation gifts, bere thrown away. The gifts, bere thrown away. The prodigious gifts and a decidedly amplified invisible band adds through much of the action as to the impression that much of the acore is Muzak, a back-ground for brilliant comic into life, and sporadically caperings which, on the first night found him so mechanical as to make one reminds us of her operation gifts, bere thrown away. The prodigious gifts and a decidedly contemporary persona, who has recently shown an equal talent for choreography. Superficially, his subject-matter aometimes seems designed to shock, but undarneath this the work shows gods and is answered by her



Mark Morris

structure of a real chorcographer.

As the title suggests, Mort
subite deals with a very large
subject, though in abstract
terms. The plece is for 16
dancers, with a core group of
(et first) four men, each of
whom is replaced, one by one,
make the angles of Lorey (to songs by the Violent Femmes), and
the mecahre duet One Charming Night, denced by Morris
bimself as a vampire end Teri
Weksler as hia willing victim (to
music of Purcell, no less).

A few weeks later the group
mpesred in Boston, dancing an
eventual control of the control of

with Rudolf Firkusay piano. All-Mendelssohn programme (Mon); Festival Orchestra. Gerard Schwarz conducting. Eugene Istomin piano. Arleen Anger soprano. Schubert, Mozart (Tus. Wed); Kalichstein-Laredo-Robinson Trio with Michael Tree viola, Caroline Levine viola and Julius Levine doublebass. Mo-zart, Mendelssohn, Schubert (Thur). Lincoln Center (874 2424). Poulenc's concerto.

Not only is Morris a thorough
formalist; movement is bis
natural, instinctive form of expression. He is full of ideas,
and he makes dances all the
time. Last winter the Mark
Morris Dance Group performed
for three weeks et Dance
Theatre Weekshop in Now York

Theatre Weekshop in Now York

music from Aida, a hilarious
spoof that gave the music exactly what It deserves.

As will be seen, Morria's
electric—other works in concert were danced to the
Glorio of Vivaldi and to songs
by Yoko Ono. All of them bave Theatre Workshop in New York, in common an impressive grasp giving two different pro-grammes, 13 works in all, rang-seemingly inexheustible inven-

> Robert Lloyd out of Glyndebourne Prom Robert Lloyd has had to with a création hy Morris, without draw from Glyndebourne Festi- apparently informing him of the val Opera's Prom performence of Simon Boccanegra at the Albert Hall on Sunday, August

Hungary exhibition turn of the century exhibition reviewed on this page yesterday emergence, and increasing is the National Gallery, Budamastery, are heertening indeed. pest. The exhibition runs until September 1.

by a woman; at the end one of evening-length triptych entitled the women is in turn replaced lighthologics, inspired by the hy n man.

essays of Roland Barthes and This scheme, with its constantly changing series of relationships (from four men to two couples, and so on), may be seen as e metaphor for the lifecycla litself. In some of his earlier work, Morris has not gone much beyond literal music visualisation, but in Mort subtre be has built a structure of his own on the foundation of Poulenc's concerto.

Not only is Morris a thorough stands of the (Boston) Dance Umbrella. A couple of weeks ago they were et enother summer festival, that originated by Ted Shawn at Jacob's Pillow in Massachusetts. There the programme included new works to schubert's The Shepherd on the Rock (his choreography for this sublime piece did not convince me thet it needs the addition of dancing) and to the ballet music from Aida, a hilarious spoof that gave the music ex-

giving two different programmes, 13 works in all, ranging from the pure and rigorous
geometry of Frisson (to
Stravinsky's Symphonies of
Wind Instruments) to the
savage examination of human

Robert Lloyd out of

Brooklyn Academy of Music'a

seemingly inexheustible invention of movement.

Not surprisingly, Morris is in
demand. Next season he will
cboreograph e work for the
cello concerto, and another for
his own group to the Pergolesi
Stahat Mater, to he seen at the
Brooklyn Academy of Music'a Brooklyn Academy of Music'a Next Wove Fesnival. The Paris Opère Ballet hes elso announced

commission.

The pressure to succeed at thia atage of hia career could he 17. Geoffrey Moses will now damaging, and Morris has shown sing the role of Fiesco, with enough confidence in himself to Malastair Miles taking the part of Pietro in place of Geoffrey to his home town of Seattle, Moses. but in a more relaxed atmosphere. There he teaches and makes work between concerts Hungary exhibition and commissions in other cities.

At a time when choreographic train of the century exhibition talent is in short supply, Morris's

Frankie Howerd and Elizabeth Elvin

Martin Hoyle

A Funny Thing Happened on the Way to the Forum/Chichester

Tarry Gelbart, one of the young lover in hiding, and a rage to wicked relish. Uncerathors, has come to the sonorous funeral march for the tainty as to words may have Chichester Festival to direct supposedly dead girl (in fact hindered him. And the director this 1962 show with Stepben the long-suffering household is to hlame for the fercical steward in hlonde wile) approach climax — characters rushing for once the critic cannot the conventional idee of hit shricking on and off, in and out, hame a limping pace and in the conventional idee of hit shricking on and off, in and out, high the conventional idee of hit shricking on and off, in and out, high the conventional idea of hits shricking on and off, in and out, high the conventional idea of hits shricking on and off, in and out, high the conventional idea of hits shricking on and off, in and out, high the conventional idea of hits shricking on and off, in and out, high the conventional idea of hits shricking on and off, in and out, high the conventional idea of hits shricking on and off, in and out, high the conventional idea of hits shricking on and off, in and out, high the long-suffering household is to have for the fercical stream of the conventional idea of hits shricking on and off, in and out, high the long-suffering household is to have for the fercical stream of the conventional idea of hits shricking on and off, in and out, high the long-suffering household is to have for the fercical stream of the long-suffering household is to have for the fercical stream of the long-suffering household is to have for the fercical stream of the long-suffering household is to have for the fercical stream of the long-suffering household is to have for the fercical stream of the long-suffering household is to have for the fercical stream of the long-suffering household is to have for the fercical stream of the long-suffering household is to have for the fercical stream of the long-suffering household is to have for the fercical stream of the long-suffering household is mirthless earnestness on the lack of British know-how in musicals. The director pre-sumably knew what he wanted,

but evidently failed to convey it to his cast.

Co-written with the lata Burt
Shevelove, the story is an
amalgam of themes from Plautus's comedies. Characters include the manipulating servant, the old lecher and the hraggart soldier. The plot defles hraggart soldier. The plot defies description but hinges on the pursuit of an over-innocent dumb hlond by a father and son and the vainglorious warrior who has hought ber from a brothel keeper. The denouement concerns the recognition of the soldier and the

is lightweight Sondheim, and for those sceptics who refuse him the combined accolade of Mozart and De Ponte, Gilhert and Sullivan, Rodgers and Hammerstein, all the more welcome for its lack of pretentiousness.

The show reached London in 1963, with Frenkie Howerd as Pseudolus. Twenty-three years leter Mr Howerd is again leering, coaxing, widening bis eyes in pursuit of cross-purposes—being lumbering, contrived and defeated, gave up and just went through the motions.

On this showing the production's comic talent lies with Ronnie Stevens as the heraesed put upon head slave; and, a new name to me, Fred Evans, as the hrothel keeper, angular and cringing, an elmost Dickensing, coaxing, widening bis eyes

moon (at least until the driver's

wife gets back from s trip).
Here too they will be raked by
the lollipop colour filters of
Jobanna Heer's astonishing
lighting. Heer is the Austrian-

Fassbinder Seminary for Young

The movie's first half is its

best. Fraulein Sagehrecht, stomping through labyrinths of

the U-Bahn, breaking into locked offices end scanning for-

hidden ledgers, unravels the Kafka-esque mysteries of un-

Camerapersons.

Later in the run he may recover that inimitable mixture of the

denouement concerns the recognition of the soldier and the virgin as hrother and sister kidnapped by pirates years song is the song is the soldier and the denouement concerns the recognition of the soldier and the bauched Roman calculation bauched Roma

ing, coaxing, widening bis eyes stunners. The juvenile lead is in mock innocence and shrughampered by a romantic ging haughtily as be takes the number, "Love, I Hear" which audience into his confidence. is the ultimate in meandering

NOTICE OF REDEMPTION

HUDSON'S BAY COMPANY

11%% Debentures due 1990

Nonce is hereby given that Hudson's Bay Company Intends to redeem and hereby calls for redemption on September 23, 1986 ell of its 11½% Debentures due 1990, of which U.S.\$72,500,000 are outstanding as of the dete hereof, at the redemption price of 102% of the principal amount (U.S.\$1,000 per Debenture) together with ectrued interest from June 15, 1986 to, but excluding September 23, 1986 (U.S.\$31,3056 per Debenture), for a total redemption price of U.S.\$1,051,3056 per Debenture. Payment of the redemption price will be made upon presentment and surrender of the Debentures and all unmetured coupons pertaining thereto at any of the following paying egencies:

BANK OF MONTREAL TRUST COMPANY

2 Wall Street New York, New York 10005, U.S.A.

BANK OF MONTREAL

BANK OF MONTREAL First Canadian Place Toronto, Ontario, Canada

9 Queen Victoria Street London EC4N 4XN BANQUE GENERALE BANK OF MONTREAL DU LUXEMBOURG S.A.

Ulmenstrasse 37-39 D-6000 Frankfurt am Main 17 14 Rue Aldringen L-2951 Luxembourg Federal Republic of Germany SWISS BANK CORPORATION UNION BANK OF SWITZERLAND Bahnhofstrasse 45 CH-8021 Zurich, Switzerland Aeschenvorstadt 1 CH-4002 Basie, Switzerland

HORGAN GUARANTY TRUST COMPANY OF NEW YORK Avenue des Arts 35 B-1040 Brussels, Belgium

The amount of any missing unmatured coupon (US\$115) will be deducted from the redemption price. Interest will cease to accrue on the Debentures from and efter September 23, 1986.

HUDSON'S BAY COMPANY

Arts Week Continued from Page 8

NETHERLANDS Amsterdam, Concertgebouw. The Amsterdam Bach Soloists, with Jard van Nes, contraito, and Leo van Doesehar. organ. Bach (Tue).

(71 83 45). msterdam, Westerkerk. Hans van Nieuwkoop, organ. Bach, Mendels-sohn, Brahms (Mon). (24 77 68). Amsterdam, Oude Kerk. Organ reci-tals by Charles de Wolf (Tue) und Butger van Mazijk (Wed).

SPAN
Madrid, El Escorial: Jose Miguel
Moreno, Inte/guitar, and Mos-saigues Quartet. Boccherini, Haydn,
Kohaut (Tue): Sigiswald Knijken.

Escorial (890 4411). antander, Norddeutscher Rundfunk (NDR) of Hamburg Monday with violinist Uto Ughi, Brahma, Straus and Strawinsky; Tuesday, Verdi's Requiem; Thursday, Mahler 8. Plaza Porticada.

Prançois Fernandez (violinists).
Marieen Thiers (viola), Wieland
Kuijken (cello): Mozart and Haydn
(Wed); Christophe Coin (cellist), Patrick Coen (fortepiano), Eric Hogarth
(violin): Beethoven (Thur). Real Coliseo Carlos III, Floridablanca 18. El

London Baroque Orchestra. Corelli, Vivaldi, Handel, Arne, Mozart. Schonbrunn Palace (Wed). NEW YORK

Mostly Mosart Fostival (Avery Fisher Hall): Mendelssohn String Quartet

Opera and Ballet PARIS

J. Peri: Eurydice by the Jean-Marie Leher company conducted by Beatrice Berstel. Choreography by Welkenhuyzen (Tue 9pm). Auditorium des Halles, 5 Purte Saint-Bustache (4764 9080).

Lucca: (IXth Festival of Martia and Lucca), Teatro del Giglio: Don Giovanni conducted by Herbert Handt with Paolo Coni, Graziano Pol Anne Marie Smith, Svetland Haltunnen and Valeria Esposito, directed by Beppe Menegatti. (Production in collaboration with the British

Council). (48 290).
Pesaro: Teatro Rossini: Il Turco in
Italia conducted by Rico Seccani and directed by Emmanuele Luzzati, with a cast which includes Ruggero Raimondi, Lucia Aliberti, Enzo Dara and Edoardo Giminez. (3 31 84). Verona: Arena di Verona: Revival of

the 1913 production of Aida, con-

ducted by Daniel Oren, with Gwy-neth Jones, Nunzio Todisco and Bruna Baglioni; Un Ballo in Masch-era conducted by Gustav Kuhn (re-cently appointed musical director of the Rome Opera) with Maria Chia-ra, Luis Lima and Silvano Carroli: one of the best productions of this year's Arena season (28 151).

New York City Opera (NY State Thea-tre): The week features the new pro-ductions of Don Quichotte, conducted by Mario Bernardi and directed by John Copley, and Werther, conducted by Sergiu Comissions in Lofti Mansouri's production, along with Cendrillon, Die Fledermaus and Madama Butterfly. Lincoln Center

(270 5600). Out-ol-Towners Series (Dance Theater Workshop): The ninth annual in-vitational dance, mime and perfor-mance whirlwind features this week Henley Dannenberg from San Francisco in Solo with Figures (and other works). (Thur). 19th St. W. of 7th Av. (924 0077).
Summer Stage (Central Park): Free new dance series. Kathy Duncan. Donald Byrd/The Group (Wed); Urban Bush Woman, Frey Faust with music by Pat Cahill (Thur). Bandshell at 72nd St. 6, pp. 1207 3156).

obn Center (874 2424).

WASHINGTON mer Festival (Concert Hall): High-

reminer Featival (Concert Hall): High-lighted by a visit from the Newport Folk Festival in August, this sum-mer-long string of popular singers and musicians includes recital per-formances by Neil Sedaka, Shirley Bassey, Dionne Warwick and Petula Clark. Kennedy Center. Ends Aug 27

shell at 72nd St. 6 pm. (397 3156). CHECAGO

GHCAGO

Revisis Festival of American Dance.

A fortnight dance festival features the San Francisco Ballet with a mixed programme including a William Forsythe premiere, and the Twyla Tharp Company in a mixed programme including a work choreographed to a Philip Glass score. Ends An 31. Highland Park. (728 4642). Bill T. Jones and Arnie Agne and Com-

pany (nvant-garde): Pooh Kaye and Eccentric Motions. Part of the To-kyo 2nd American Dance Festival. Theetre Apple, Shinjuku (307 5585).

structure of a real choreo- relationships of Lorey (to songs

David Vaughan

FINANCIAL TIMES

BRACKEN HOUSE, CANNON STREET, LONDON EC4P 4BY Telegrams: Finantima, London PS4. Telex: 8954871 Telephone: 01-248 8000

Friday August 15 1986

Mr Bangemann begs to differ

English aphorist, once com-plained, "It's not that they can't see the solution, it's that they can't aee the problem." Mr James Baker, the US Treasury Secretary, must be tempted to lay the same charge against West Germany's ultra-cautious economic policymakers. Yester-day Mr Martin Bangemann, the Economics Minister, again rejected calls for a cut in the West an discount rate, arguing that there was no domestic justification for cheaper money.

Mr Bangemann's focus on internal factors seems likely to cause further irritation in Washington. West Germany is not being accused so much of mismanaging its domestic economy as of declining to accept its international reapon-sibilities. Between 1980 and 1985, West Germany rode on the hack of the world economy: net exports eccounted for almost all of its gross national product growth. During this period the US provided tha motive force that made global recovery possible; the price it paid for growing faster than everybody else was a yawning current account deficit which this year is likely to exceed \$130bn.

The US, quite obviously, is no longer in a position to provide a net stimulus to the world that West Germany has an economy. It seems improbable awful lot of catching up to do that dollar depreciation, massive though it has been, will be sufficient to close the US external deficit. Everybody is agreed that a further sharp dollar depreciation would be destabilising. But if it is to be avolded, ane of two things must bappen: either the rest of the world must grow awful lot of catching up to do — in real terms domestic demand at the start of 1986 was marginally lower than in 1980; and, second, that there is as yet in the second quarter will be sustained into 1987 and beyond. This matters because the the rest of the world must grow faster than the US for a prolonged period or the US must endure a recession to choke off its demand for imports. It seems absurd to make the US deflate when growth elsewhere bas the rest of the word will not be sufficient.

This imposed by the US's trains imposed by the US's imbalances require medium-term solutions. A temporary blip in West German growth will not be sufficient. What is needed, on top of the overdue interest-rate cuts, are

False modesty

Why is West Germany reloction: progress on privatisation has been glacial; 6.6 per cent of GDP is suphoned off in industrial subsidies; and many reloction has been negative, the hudger is extractivally in services. Suffer from restrictive services. tha budget is structurally in services, suffer from restrictive surplus and the current account practices. There is also a strong is beading for a \$30bn surplus. case both for large net tax Commentators outside the cuts and for far-reaching tax Commentators outside the cuts as country are genuinely puzzled: reform

The West Germans have not lecked ingenuity in thinking up justifications for fiddling while the world economy hurns. Count Otto Lambsdorff, the former Ecanomics Minister, deserves a prize for suggesting that West Germany is "simply too small" to make a significant contribution towards solving inter-national financial problems. This is an extraordinary case of false modesty. West Germany is the pivotal economy within the EEC and the EEC is the largest trading bloc in the world. By putting Europe on a faster growth nath Mr. on e faster growth path, Mr Bangemann could improve the prospects of US American farmers, Latin American steel-workers and Japanese fisher-

Tax reform

The most popular argument for inaction in Bonn, however, that the cyclical timing for a stimulus is all wrong. The Americans are asking for re-flation just when, after years of torpor, domestic demand is growing quite fast, and before the effects of cheaper oil have worked their way through. The obvious reply to this is, first, been below potential for balf a decade, and when infiation is close to zero.

The best to speed up growth in the long haul. The only substitute for a cyclical stimulus is a structural stimulus. As the OECD has pointed out, there is

The climbdown at Cheltenham

sovernment looked less sure-footed than it has over what issue at the general election— has become known as the GCHQ all main opposition parties affair. The bope must be that having said they would remove the latest climbdown by ministers in their efforts to have tready unions et Government Com-munications Headquarters, the supposedly secret signals and intelligence monitoring network of disruption of GCHQ by trade based in Cheltenham, betokens union action. This will he a last

staff who rejoined unions after the ban and has given an assur- trial tribunal hearings for staff. ance, in so many words, of no further action against them Fitting paradox before the next general election. This follows an earlier about-face, in March, when the Government lifted the dismissal

ban bas backfired on ministers who seemed sublimely unaware of the likely consequences of their original move in 1984. Suspicion lingers of US pressure for some kind of Secrecy was, after all, one of the reasons given for the ban: wake of the Geoffrey Prime spy the official notice to staff said the work at GCHO should be

Nor bave we heard the last of the affair. Ministers have waded or so trade union members at GCHQ who—denied promotion and foreign postings and out of pocket by as much as £4,000 a

mission on Human Rights on fitting paradox.

a decision to put the issue on the back burner, on to a very low flame indeed.

Institution action. This will not union recognition is restored. Even under a Labour government, the Sir Robert Armstrong, the unions will be in no position to Cebinet Secretary, has agreed withdraw their standing offers to a review of the severe financial penalties Imposed on GCHQ tions on unions officials' access to GCHQ and in-camera indus-

Whether the Government could have achieved these con-cessions without imposing a Government lifted the dismissal threat hanging over staff who never quit their unions in tha first place.

If for no other reason, the fact that most people now know what GCHQ stands for, and what it does, shows how the ban bas backfired on ministers able disruption caused by in-who seemed sublimely unaware dustrial action at GCHQ in

the official notice to staff said the work at GCHQ should be "freed as far as possible from the dangers of its operation being discussed publicly." Tha action can be seen as an utter failure in the light of the wideapreed publicity given during tha past two and a balf years to the Cbeltenham base and its listening posts in Britain and overseas.

Principal objectives

Nor bave we heard the last of possible from the GCHQ affair warrants comment: et the time of the announcement of tha ban, it was said that the Government's peremptory move hed killed the so-called new realism in the union movement and had cut the ground from under the feet of Mr Len Murray, then TUC general accretary, who had been trying to rehabilitate tripartite links among unions, government and industry.

In verospect, this looks to

In retrospect, this looks to have been e hasty judgment. too deeply in the mire to effect. With the salutary lesson of the a furtive escape. For one thing, miners' strike to hand, leading there is the matter of the 50 union strategists have salvaged union strategists have salvaged new realism from the GCHQ wreckage and dressed it in a fresb suit of clothes. What is more, the Government's reyear—are determined to carry treat ovar GCHQ can be attrion kicking up as much etink as buted as much as anything else they can. Over and above this, there is strikes by none other than tha outstanding a reference by the power workers, tha archetypal unions to the European Com-new realists. In many ways, a

fighters and space shuttles, and may soon be used to make motor cars. They have a \$400m world market growing at 25 per cent a yesr. They are —not a glamorous title, but one of the most alluring growth prospects for the chemical in-

dustry worldwide.

They also offer a sad instance of British invention being exof British invention being exploited overseas. ICI missed the chance to participata in 1970, then pald \$750m for access to the US market in 1984. In the US, in turn, the Pentegon bas recently expressed poblic concern about the grip on supply exercised by Japan.

Japan.

Advanced composites can he made out of any number of ingredients, but are best thought of as a fancy version of fibre glass. Tha principla is one of binding fibres together with plastic, producing a material which is very strong and stiff and also very light.

The fibre most commonly used in carbon fibre. This remarkable material was first developed 20 years ego by the

weloped 20 years ego by the Royal Aeronautical Establish-ment at Farnborough, working in conjunction with Rolls-Royce.
Rolls-Royce failed — expen-

sively — to make aero engine parts out of the new material. and offered it to ICI, which duly considered it in committee in 1970 and turned it down.
"We don't necessarily regret that," says an ICI axecutive defensively. "The development costs would have been enormous, and the market wasn't there yet."

The idea was, bowever, taken up by one British firm, the fibre manufecturer Courtaulda. As a major producer of acrylic (for the textile and clothing industries) Courtaulds had in theory a number of commercial and a number of commercial and technical advantages. What it lacked was a substantial market for a product which in those days cost \$1,000 a pound (it now averages under \$50).

Across the Atlantic the view was different to 1000. Court

Across the Atlantic the view was different. In 1969, Court-aulds' technology was licensed by the US chemical company Hercules. As the leading US producer of explosives, Hercules could see all kinds of uses for carbon fibre in missile cases and rockets, and would see in the Pentagon a customer for whom cost was much less important than performance. By the tima the licence expired in 1979 Hercules had outgrown Courtaulds as a pro-ducer, and was ready to go it alone. For its supply of acrylic it turned to Japan, signing up a joint venture with the big acrylic producer Sumitomo. By

MAKING a composite structure, such as a belicopter rotor blade, takes three steps. First is the manufacture of (a) the fibre and (b) the separate manufacturers. Then these raw materials are together by specialist called a pre-pegger (see below). Then the pre-pregs are moulded and cured copter manufacturer.

• THE FIBRE. The most important fibre in composites is carbon fibre. This is made from fibres of polyacryloni-trile, known to the garment trade as acrylic. The fibres

Chemicals developing frontier: embracing defence, transport and leisure

only a tiny proportion of output adhesive is of e high enough standard to use. That is the basis of use. That is the basis of Japan's present dominance in carbon fibre technology. Everything depands on bow well the fibre is spun, and if you're e Japanese manufacturer the 99 per cent that isn't good enough per cent that isn't good enough can be turned into shirts in Hong Kong."

Hysol, brings up the rear as the biggest in Europe.

But if supply is in Japan, the market is elsewhere. In broad terms, 80 per cent of the world market for advanced composites is in aerospace, 80 per cent of that is in the US, and in turn, 75 per cent of that is military. In other words, about balf of the total market is accounted for by the Berresson.

precursor plant accordingly, as is BASF of Germany (the BASF plant, in Virginia, will cost

into the time of that is military. In other words, about balf of the US market last year the total market is accounted the total market is accounted the total market is accounted to the way to replacing that US as the leading producer of carbon fibre.

"One snag about producing acrylic for carbon fibre," says a British executive, "Is that the US acrylic producer, and Couractly to the US market last year the total market is accounted to the US market last year the total market is accounted to the US market last year with Its \$135m purchase of the composites business of Celamese, including Narmco, one of the total market is accounted to the US market last year the t

producer Dexter year, it issued instructions that the US industry should produce two-thirds of its preenrsor requirements within three years. Hercules is planning a

ADVANCED COMPOSITES

A game for big players

By Tony Jackson

BASF made its major entry

\$750m is pretty steep for one small company. But Fiberite had e major osset—the neces-sary qualifications and security clearance for Pentagon work.
And, the big chemical compenles agree, there are some
colossal Pentagon contracts np
for grabs.

Mr Mike Bowman, head of advanced composites at the US chemical group Du Pont, says:
"Ten years out, the mission of the militery is a different kind of forther ways. of flexible warfare, in planes, belicopters, tanks, everything. An advanced tactical fighter could be 50 to 60 per cent com-posite, and for aerospace tha window of change is now. It'll ba shut tight in the next two or three years for the next 20 and that opplies to Europe as well as the US."

Hercules goes further. "There will be decisions made on military aircraft within the next year. The European Fighter project is in a material selection step right now."

Mr Bowman ticks off the rojects in the US. "The projects in the US. "The Advanced Tactical Fighter for the airforce, and a version of that for the Navy a couple of years later. Missiles — almost anything is a carbon fibre opportunity. Helicopters — the LHX, the srmy's all-composite lightweight to replace the Black

"On land, the Hummer series of vehicles—very light, blgh-speed troop and weapon carriers. The whole space Industry—space stations, Star Wars and so on, Ships—high-speed patrol boets with obove-water patrol boets with obove-water ballistic protection, usually composites. That all adds up to \$500bn, banging on the two principles of very advanced electronics and light weight. It's all available in the mid-1980s, and that's what everyone's positioning to take advantage of." advantage of."

For compaines like ICI and Du Pont, this means a significant move into the largely un-familiar territory of defence. For ICI, there may be a snag. There are persistent rumours

in its attempt to buy Beatrice
Chemical, which iCI carried off
for \$750m.

Beatrice was a rag-bag of
businesses, many of which
neither iCI nor BASF wanted,
but it did bave one jewel—
Fiberite, much the higgest prepregger in the world.

It might be thought that
\$750m is preity steep for one
genal company. But Fiberite
in the composites industry that
the Pentagon is unhappy about
Eurepean take-overs of stralegic companies. Nothing has
been said publicly, however,
the angle objectives. The
military may be the main customer now, but the next market
is civil aircraft, and beyond
that engineering and structural
apolications in general. Some applications in general. Some day, advanced composites will start to penetrate the high-volume car market, though this is still largely the domain of simpler composites such as fibre glass.

The shift to civil sireraft use is already under way. There are, however, two major constraints on aircraft makers: the ability to work with the new materials, and the cost of capital investment needed to employ them.

A chemical executive says:
"The engineer who builds the
plana wants the same certainty

plana wants the same certainty on properties as he had with steel or aluminium. But with composites, the properties change depending on how the part is made.

Then again, investment in new plant could be hideously expensive. One big oil company which is also in chemicals says: "Some aircraft manufacturers say composites could make up only 25 per cent of a plane, because the cost of making things like wings would be beyond them. That's where we could have a gleam in our eye, since one of the hig assets of an oil company is cash."

The natural answer to prob-lems both of technology and cash seems to be joint ventures. Mr Bowman of Du Pont says: "Alliances between the big manufacturers is the way things will go. It has to happen with both the aerospace and automo-tive Industries."

In Britain, the British Plastics
Federatian has just set up an
Advanced Composites Group to
lobby on behalf of the UK composites industry, and in particular to alert the Government to
the importance of a growth industry which is seen as slipping
out of Britain's hands. But
perhaps this can only be a same perhaps this can only be a game for a handful of hig players around the world, with the hig sented already. As one US executive puts it: "Not too many small guys will survive."

· FINISHED PARTS. form the finished part, the pre-preg is draped over a mould, then heated. The pro-cess, known as curing, takes place in a high-pressure vessel called an autoclave. Typically 40-50 feet long and 18 feet

THE THREE BASIC STEPS

are oxidised, then carbonised in a furnace, then subjected to a surface finishing process. The resulting fibre is 98 per ent pure carbon, and about a third of the thickness of buman hair It withstands pressures of a million pounds per square inch.

Polyacrylonitrile is used because of its very high car-bon content, making for less shrinkage in the carbonising process. Even better, scientists say, would be a substance called polyparaphenylene, which nobody has yet man-

Besides carbon fibre, other types in common use are high grade glass fibre and aramid fibre (made under the Kevlar brand name hy Du Pont of the

• THE RESIN. The resins used in composites are thermosets, which, unlike thermoplastics, set permanently when fabricated and will not melt back. Much the commonest are epoxy resins. Like superglue, they are mada from two components,

higgest producer of epoxy resins for composite manu-facture is probably Ciba

An important next step will be the use of new high-performance thermoplastics instead of thermosets. The technology is still in Its early stages, the leaders being ICI, Phillips Petroleum, Amoco and General Electric

PRE-PREGGING (Short for pre-impregnation). This

is the process of bringing the resin and fibre together in an intermediate form which can tape which is interleaved with polythene and kept refrigerated.

The fibres in the tape are either laid out in one direction or woven like a textile. Woven composites are typically less strong, but easier to work with.

Pre-pregging is not the only

method of preparing com-posites, but is the commonest.

in dismeter, autociaves cost around \$150m apiece. The curing process, which is very energy-intensive, can take as little as eight hours and as much as 18 days. As a rule of thumb, the

value of a pre-preg is twice that of its raw materials, and the value of a finished part ten times that of the pre-

Cunard and

the Sea Goddess

Casting a weather eye over the rival fleets when he took command of Cunard's cruise ships some five months ago, Alan Kennedy decided that if there were two other ships be would like in his operations, they were Norske Cruise's Sea Goddess 1 and II.

In New York, 14 days ago, former naval commander and Kennedy, 51, head that Norske was being threataned by the ships' builders with repossession of the vessels.

The Norwegian company's operations had been hit by the effects of terrorism in the Mediterranean.

Five daya later, ba was outlining a deal to lvorske, which was also considering two other bids.

Last Thursday, Kennedy approached Midland Bank with his proposals. Then he flew to Monte Carlo to inspect one of the ships (the other is off Alaska); returned to be on for the ships of th talks with Eric Parker, chief executive of Trafalgar House, Cunard's parent; and then spent three more bectic days and nights putting the deal together.

on Wednesday—Norske's repossession deadline—Kennedy
completed the arrangement
under which Midland will provide a \$50m re-financing package for Norske and Cunard will charter the two ships for the next 12 years.

Cautious Trafalgar House excalls to ensure the ships were still affoat before signing.

With these two vessels,
Cunard will now have five deluxe cruise ships. The others stake in March property in the stake of the property he has taken over. Lloyd is making that had impressed the Norske board, Helge Naarstad, managing director, said yesterday.

Ona of the two Norske vessels bas already been chartered by Vestpac Bank for a uillion dollar for the stake the state of the stake the has no intention of being the has no intention of bein

Men and Matters

month period centred on the man of the Left who is now America's Cup races this winter. 61, finds Benn "still preparing for power." Lloyd reports, from the effects of terrorism. "Tony Benn expects to ride to Kennedy says the prospects look

The Norwegian vessels bad

already gained a faithful clientele. One Englishwoman living in the US had made 12 cruises on one of them. A hleary-eyed Kennedy announced that be is also going on boliday this weekend. But no cruise for him. "I'm going to a villa in Spain and taking the phone off the hook," he says.

Lloyd's Left

The state of the Left in British politics is illustrated by the poor shape of its intellectual flagship, the weekly magazine New Statesman. Circulation is down to 27,000 (from a peak of nearly 100,000),

It makes a large monthly finan-cial toss, the prestige of its name bas declined, and it exasperates many of its still-faithful readers. Those strictures are not the result of deep research on my part. They are listed with

engaging honesty by the New Statesman's new editor, John Lloyd (an FT man until recently) in his first leading

power on a new wave of radicalism." With delightful imagery Benn

says he sees a "resurgent Left" in British politics which he likens to "an unnoticed elephant in Piccadilly Circus." The old New Statesman might have cheenfully swallowed that and sent its readers out to look at the elephant. The new New Statesman is more cautious and thoughtful, commenting The hard Left will have problems regaining anything like the dominance it had in the heady years between 1979 and 1981. It is sectarian, suspicious, and

Share cropper

Roy Davies, once favourite to be managing director of Inchcape, bas amerged as tha man at the helm of RCR Internetional, the little known company which has built a 26 per cent stake in the troubled S. W. Farmer engineering group, wbose ahares were suspended on Tuesday. RCR is a private company with interests in aviation, car leasing and angineering. It

that had impressed the Norske board, Helge Naarstad, managing director, said yesterday.

Ona of the two Norske vessels bas already been chartered by Westpac Bank for a multimillion dollar fee to cover a 41-

said at the time. The job want, instead, to George Turnbull, exbead of Talbot Motors UK.

Super-Dutch

While talk of growth in Britain this week has centred around the news that its fireman are getting fatter the Dutch have problems along another axis. Dutchmen, perbaps reacting to their flat land, are getting

So marked is tha trend that Dutch huilders are now fitting bigger doors in new bouses to make life easier for the new super-Dutch.

A spokesman for the Dutch Municipal Building Fund says requests from home-huyers prompted the change. Research has confirmed that the Dutch. peans, are getting ever taller. In 1984 the Dutch army recruited 477 men over aix-feet seven-inches compared now ordered higger beds.

The new standard Dutch door beight goes up to six feet eleven inches - a four-inch

Fat secrets

A postscript to yesterday'a dis-turbing disclosures ebout Britain's fat firemen— approached for comment on the three-year Home Office study of weight and fitness, Rayner Goldsmith, the physiology pro-fessor who lad the research, said he was unable to help. He had been obliged to sign the Official Secrets Act.

Beat that

The local Department of Health and Social Security office at Redditch recorded this unusual employment distinction from a benefit claimant: "I have now ceased full-time college, so I'm going to try the police force, or find a job."

Observer



Commall's

机油油

SOUTH AFRICA'S NATIONAL PARTY CONGRESS

President Botha draws the line

"GRANTING concessions under conditions bordering on black-mail merely encourages a stronger party to raise his demands." This one line from President P. W. Botha's opening speech to this week's National Party federal congress in Durban sums up the underlying attitude now prevailing in South Africa's Afrikaner-

day Allega

100

The second secon

Company at

STATE OF THE STATE

2 - 12 - 27

1.00

250 12 150 Per (SE)

37 (25.5)

7.127

- 1 m - 2 m 52 m - 2

 TEXTSELD RE-form the backly. groupers is cost

are not then bear

place in a tickers

t bitaril de amobido

a the transition of the contract of the contr

ber er gittetter, mill

Attended Silver of

with broken carry

Line, in de 16 Care

to a mar d'a

e high a fige to the tage.

the sales of the

the state of the state of

dominated ruling party.
In essence, the Congress has underlined and codified the message that Afrikaners have drawn the line and will not be pushed beyond it either by blacks at home or by international pressure and sanctions. Further reforms have not been ruled out. More efforts will be made to improve social and economic conditions, notably black housing. Limited changes can also be expected to the Group Areas Act to permit a degree of local flexibility in the present rigidly separated racial zoning of housing and schools. But the main message to

Sonth Africans of all colours and the world at large is that which has already been put across by actions such as the bombing in mid-May of alleged ANC bears in the state of ANC bases in three neigh-bouring Commonwealth countries at the very time that the Commonwealth Eminent Per-sons Group was in South Africa and the rejection of the mediatory efforts of Sir Geoffrey

Howe, the British Foreign Secretary.

The Congress reflected the widespread feeling that after three years of—by South African standards—unprecedented changes and reforms accom-panied by rising violence, it is time to stop conceding ground. The point tha Nationalists are trying to make is that if black leaders want to persuade Afri-kaners in particular and whites in general to share power with them then they, too, must make concessions and move away from their current demand for one man one vote in a unitary state leading to black majority

The fear which has affected so many of the party's rank and file in recent years is that by granting what they see as con-cession after concession, only to

By Anthony Robinson in Durban



President P. W. Botha addressing his party's congress in Durban this week.

of committing snicide," warning and cut the political ground South Africa's neighbours that from under its feet. This has they will be the first to suffer been done with a vengeance. from sanctions, and generally putting on record that those who believe that power can be easily wrested from Afrikaner hands have badly miscalculated: this, in sum, is the message emanating from Durban,

For that message to be credible and lead in a dampening of the expectations of the African National Congress (ANC) in particular, the first preregulate has been to reunite so many of the party's rank and file in recent years is that by granting what they see as concession after concession, only to receive demands for more and faster change from blacks at home and governments abroad, South Africa's ruling white has presented an image of weakness. It has raised expectations of an eventual and inevitable takeover by the black majority.

The principle which has been to reunite the Afrikaner Vnik — and hring in as many other non-Afrikaner whites as possible — around the National Party, Putting an end to the damaging split caused by recent defections in the right-wing Conservative and Herstigte Nasionale (HNP) parties, and to the paramilitary Afrikaner Weerstandsbeweging (AWB), has been crucial.

The voice of "verligte" or en-lightened liberal nationalists was hardly to be beard among the fervent applause for hard-line speaker after hardline speaker.

The voices that counted at this congress were those of Mr Louis Le Grange, the tough Minister for Law and Order, who made clear that the Government was in nn hurry to dismantle the state of emergency; General Magnus Malan, the Minister of Defence, who fiatly rejected talks with the ANC nr the release of its leader, Dr Nelson Mandela and Transvaal party boss Mr F. W. de Klerk who reconfirmed the party's majority. The principle which has been grass-roots, as President Botha and total the Afrikaner has no intention intention (A.W.B.), has been crucial.

The principle which has been botha himself, and foreign minister Pik Botha. The President between that the best way other leaders did this week, that the deal with a threat from the ignorance, bypocrisy and greed of the sauctions lobbies ebroad

and warned the countries of southern Africa as a whole of the dire consequences of Ignoring South Africa's position as a regional, economic and milltary auperpower.

Meanwhile, far from the Congress Hall itself, traffic was reported to be piling up at tough new border checks at the crossing post with Zimbahwe, through which the bulk of the entire Southern African region's trade passes en route to and from South African ports. After mnnths nf anguish for MPs and local party bosses facing worried, confused and

where the party was going, bere was the kind of congressional message that would halt the rot and win the next election—which Decident Both hinted separate group area. The tone was reinforced by President Botha hinted may be around the corner.

Whatever the reservations betha himself, and foreign minister Pik Botha. The President scathingly criticized the long-term consequences for South Africa

Botha said in his closing remarks, "a highly successful congress." With gold and platinum prices

smartly higher and the Stock Exchange, as a consequence, bitting record highs, it was even possible to brush aside as little local difficulties the rejection of homeland independence this week hy KwaNdebele and the ruling by a Durban court challenging the legality of key elements of the state of emer-

Talking to MPs from those constituencies in the Afrikaner "Platteland" country areas most affected by defections to the Conservative Party and the AWB gave one of the best indications of how morale within the party has changed since the government signalled Its abrupt change of course three months ago by bombing the capitals of Zimbabwe, Botswana and Zambia, relmposing a state of emergency including tight curbs on the media, and spurning Sir Geoffrey Howe.

Four months ago Mr Plet du Plessis, the Minister for Man-power, was besieged by angry white farmers in his Steelpoort constituency on the borders of the poverty stricken Lebowa homeland. They were demand-ing tough action against "agitators" obstructing their supply of cheap black labour, and were defecting to the right in droves. Asked how the situation had changed since then, he smiled broadly and gestured with a twist of the palm of his hand: "From like this to like this."

The question now is what does the ruling party, relieved of its nightmares of widespread defections on the right, do with the power and confidence it has now begun in regain. The opti-mistic view is that the National Party has made a tactical re-treat in order to consolidate its forces for a more realistic round of bargaining with black leaders in future and a determined effort in best sanctions and demonstrate that pressure from abroad is counter-productive. The pessimistic view is that

The pessimistic view is that the failure of the National Party to come up with any realistic long-term perspective for a negotiated political settlement with blacks, and its return to old certainties, will further tighten the international screw.

Whatever the reservations the National Party's assumption at this Congress that e quences for South Africa privately entertained by delegates, there can be little doubt seen as one-way concessions, that from a strictly party point will in fact lead black leaders meet would have it, as a significant step forward on the path to power-sharing.

After this Congress, the gap between black aspirations and white fears appears es wide, if not wider, than before.

But black reaction to the only two new proposals to issue from the Congress, the suggestion of possible city-state autonomy for large black townships and the proposala to organise black elections for representetives to the Government's projected National Statutory Council has been one of instant rejection of view this was, as President not only from the ANC in Lusaka but also by Chief Gatsha Butbelezi, Chief Minister of Kwazulu and leader of the Zulu Inkatha movement.

to modify their expectations

The ANC dismissed the election proposal put forward by Mr Chris Heunis, the Minister of Constitutional Development. as "merely playing around with concepts" while Chief Buthelezi said bluntly that he was just not interested and insisted that the essential preconditions for genuine negotia-tions with the Government remained the release of Mr Mandela and unbanning the

Both these demands were specifically rejected during this week's Congress. In a clear reference to the ANC, President Botha ruled out the possibility of talks with "those who are not at all interested in negotiations, but only the transfer of power to a radical

power clique."

But, as the widespread boycott of elections to black town councils io 1983, and the similar boycott of elections to the Indian and coloured Houses of Parliament a year later demonstrated, South Africa's black majority has the power and the will to frustrate all schemes which fall short of real participation in power and decisionmaking.

The proposed National Statu-tory Council is billed by the Government as an advisory body in which blacks would have access to the decision-making process "at the bigbest level." and be consulted on any future constitutional bineprint. But it is difficult to imagine which black leaders would agree to participate, Both the ANC and astute moderate black leaders, like Chief Buthelezi, know that after two years of violent norest, raised expectations and heighlened black political consciousness, agreement to participate in such a vaguely defined and ultimately powerless body -while thousands of black leaders remain in detention and the country is in the grip of a

state of emergency — would be tantamount to committing political suicide.

Under these circumstances, the offer in bold elections to the Council is perceived as a bollow gesture almost one of to old certainties, will further tighten the international screw.

Only time will tell whether the National Party's assumption at this Congress that e bard-nosed restatement of white party and an end to what is better this Congress, the gap have and an end to what is

North Korea in a corner

By Steven B Butler in Seoul

to the teetb and is now receivthe Soviet Union.
North Korea still is an inter-

national renegade and by most
normal criteria deserves to be
Japan and the US.
South Korea's acceptance by normal criteria deserves to be isolated. From the 1969 commando raid into South Korea aimed at assassinating thenPresident Park Chung-Hee, to the 1983 bombing at Rangoon that killed much of the South Korean Cabinet, North Korea

has perpetrated a string of out-raceous atrocities.

Pressed by a sbortage of foreign currency, Pyongyang has also instructed its diplomats lo fund foreign missions by smuggling under the protection of diplomatic immunity. North Korea did try concilia-

North Korea did try concilia-tion two years ago, when it began to seek dialogue with South Korea. But the South frustrated the North by insist-ing that the dialogue produce practical results—trade in real goods or simple humanitarian

gestures 10 reunite families.
The North has now pulled back into its shell apparently concluding that it has notbing to gain by dialogue, and that any compromises it makes will simply grant more legitimacy to its rival in Seoul, while exposing its own people to unwelcome influences from the outside.

The North is now facing its biggest diplomatic defeat since the end of the Korean war.

At the end of September, nations from all over Asia, including North Korea's communist ally China, will arrive in Seoul to participate in the Aslan Games. Two years later, Seoul will host the summer Olympics, where the partici-pants are likely to include the Soviet Union and the eastern European nations. The world, minus North Korea, and possibly Cuba and Albania, will be coming to Seoul.

Pyongyang is still dickering with e proposal from the International Olympic Committee to co-host some events of the games, and has evidently not yet made up its mlod. If the North rejects the proposals in the end, or attaches unacceptable conditions it will be table conditions, it will be forced to sit nut the games in bitter isolation, and may be tempted to take measures to

disrupt them.
But eccepting the IOC proposal is hardly better from the

AS EVERY schoolboy strate- North's point of view. It would gist knows, backing a dangerous be tantamount to conferring enemy into e corner is not legitimacy on the Seoul Governalways very safe. That, none the ment, and would expose North less, is precisely where South Korean society to the eyes of the Korea and the West have put international press, while failing Korth Korea, which is armed to provide guarantees that to provide guarantees that Pyongyang would achieve other ing more military support from long-standing foreign policy goals-opening up more direct ties with the west, particularly

the international community is no longer an issue. It has won the competition with Pyongyang.
Are there still strong reasons to impose severe isolation un the North if that isolation only encourages extremism? For years North Kurea tried

informally to use its close tess to China as a conduit to the West. But China, which has a strong inserest in stability in Korea, failed to deliver anything to North Korea, Instead, China's new pragmatism bas led it into a strong trading relationship with Seoul, and will lead it to participate in international events in the South Korean capital.

Unable to achieve satisfac-tion, and beset with growing economic difficulties, Pyong-yang has turned increasingly to Moscow where it is picking up Mig 23s and other more suphisticated military equipment. The closer nes with Moscow

cannot sit very happity in Pyongyang, which prides itself on Independence. But faced with severe constraints in the economy, including an acule fuel shortage that has forced cuts in military exercises, and growing international isola-

The exchange of runfire on August 5 across the demili-turised rone between North and South Korea ought to serve as a warning. It still is not clear if this was an Isolated incident, or the beginning of a pattern of harassment leading up to the Asian games.

If the west wants North

Korea to be more moderate it ought to give Pyongyang an Incentive, a reason to believe that compromise will bring it something more than humila-tion and defeat. The west ought tion and defeat. The west ought to tell Pyongyang, perhaps very quietly, but none the less very clearly, that if it accepts the IOC proposal to host several Olympic events, and follows through in good faith, the result will be reduced trade sanctions and improved diplomatic access to the West.

North Korea needs to be given a way out of its corner that reduces the ihreat to peace.

Cornwall's economy

From the County Planning

Officer, Cornwall
Sir,—It was with a sense nutrage that I read your Editorial "A bad decision for Cornwall" (August 11). The nnly real commitment the Government has made is the interest on firm. Ultimately it may bave risked £25m over five years to safeguard the 640 direct jobs with a further 160 jobs by 1990 in the twn Cornish mines. As many jobs again, however, will be safeguarded in the sup-ply industries to the mines and in the service sector as a whole. The Camborne School of Mines as e centre of mining tuitinn for the whole of the world will continue. In all the Government's decision affects at least 2.000 breadwinners.

Should the worst happen, the bleakest scenario painted in bleakest scenario painted in your article, the Department of Trade and Industry could lose all its investment at a cost of £12,500 per job or £2,500 per year. At best the loss would be the interest on the loss would be miniscule amount. Whatever happens, an area with very little hope of attracting what your Editorial calls "real jobs" has been saved from the abyssupemployment in west Cornwall unemployment in west Cornwall is now around 22 per cent and will deteriorate further this winter, but, what is more important the balance of payments will have saved around £35m a year, rising no doubt as the tin price recovers somewhat. As a nation wa can ill afford the luxury of writing off whole industries as our balance of payments sitps deeper into the red. Tin is not the same as coal or steel. Coal we have in abundance and new efficient mines can be opened, steelworks can be mothballed, but once a tin mine floods it is gone for-ever. Moreover, it is not unly our supply of tin that will go, the tin mines of Cornwall produce many other metals whose future looks more secure-Wheal Jane produces mure sinc than tin.

Then we come to the question uf "real jobs." The supply of these is dwindling year by year as the shadow of high unem-ployment creeps steadily closer to London. The nnly "real jobs" being created in large numbers are part-time for women—apart perhaps from the steady growth of work in the

Seen from the assisted areas, there is considerable doubt whether some of these London iobs would have been created had UK interest rates been much lower. With much lower rates there would be better opportunities for more "real jubs" in the rest of the country. Your feature of Wednesday amply demonstrated the diff-

Letters to the Editor

culties facing economy in the current business climate. How much faster the Cornish small manufacturing sector, already showing an

upturn, could grow givan lower interest rates. The Government, in the tin crisis in Cornwall, had the guts to look at the medium term, not just the shurt-term return on investment. There is some salvation in all this—short term equals short-sighted and your article displayed an abundance of the latter. When, in future, your editorial talks about "real jobs" you might consider the "real price" of nnt safeguard-

Colin Griffin, Truro, Cornwall.

ing them.

The nuclear

paradox

From Mr T. Fortescue

Sir, — Profesor Cassels
(Angust 8) is well qualified to
call for a full public dehate on
nuclear power to be joined and
concluded nver the coming
months. As a layman, I warmly
welcome his appeal to the professionals and the media to
bring such a debate about. I
write nnw to take issue with
him when he states that "the
public should try hard to pay
careful attantion" as if we laymen (and women) were
naughty schoolchildren giggling
at the back of the class.

We have, lat me assure the From Mr T. Fortescue

We have, lat me assure the Professor, been paying careful attention for a long time, and since Chernobyl that attention has been riveted. We are of course perplexed, but have the general common sense to have extracted from the cacophory of voices which assails us a few statements of view which appear to us to ba fectual in today's state of the art.

Nuclear power is bere to stay and will not go away. In common with all mechanisms, nuclear power stations are not infallible. Some will sometimes develop faults no matter what safeguards are introduced. The consequences of e serious fault might do irreversible damage to the health of large numbers is small. If it were reached there could be no certainty that | tha Japanese research effort has It would be bonoured. Nuclear run into very serious difficulty porate finance and investment ties (a lot of people seconded J. H. M. Newsum. unlimited energy to regions to it reportedly want "nut"). 21, Baalbec Road, N5.

Cornish without fossil fuels or hydro-ent busi- electric possibilities. The disposal of nuclear waste remains an unsolved problem.

And so on - we are nontechnical and we want to be better informed. Those of us who are not firmly committed one way or the nther have two one way or the nther have two co-existent gut feelings — that nuclear power must be de-veloped for the benefit of man-kind and that it presents too many hazards for such development to be pursued.

It is in the resolution of this paradox that the debate called for by Professor Cassels will he valuable, even invaluable, as far as "the public" is concerned. Is it too much to hope that the scientists can be persuaded to make a serinus attempt to understand our misgivings and to reassure us in language which we can understand and in a manner which we find

T. V. N. Fnrtescue. 34 Stanford Road, W8.

Alvey at the crossroads

From Mr R. Street Sir,—I was interested to read the article by David Fishlock (August 12) on the UK com-puting initiative, "Alvey at the crossroads." I believe that the whole programme should be closed down as a lot of academic

What bas bappened is that the UK became scared of what the Japanese were doing and without bothering to find out— even if that were possible— assumed that it was something to do with so-called artificial intelligence. Try defining intel-ligence, try defining artificial, and then put the two together and you end up in Blubberlend —namely something which can be argued about, in usually a circular fashion, for decades.

The Alvey programme is thus trying to get the computer to do something which has not been defined and cannot be defined. A computar does exactly what it is told, nothing more and nothing less. It caunot reason (whatever that means) and it cannut come to any providing no protection. The likelihood of world agreement on nuclear power aafety standards in the foreseeable future is small. If it were reached form of conclusion, other than

Maybe since the UK could be a little less scared—and a bit more rational about the whole cess-we shall cease wasting money m programmes which are put forward hy ecademics, before going into the whys and wherefores in much more detail.

As for expert systems, these are nothing more and nothing less than putting intn com-puterised form knowledge which has been gained over a considerable period by one or more people. Clearly such knowledge can be used on a simple question and answer hasis, but when things get com-plicated, I very much doubt its

I am not in the least surprised that the Advisory Council for Applied Research and Development (Acard) hardly mentions prospects for artificial intelli-

Robert T. Street, 109, Oak Tree Road, Knaphill, Woking, Surrey.

Outlook for survevors

From Mr J. Newsum Sir .- I read the astringent article in your property market report (August 8). Christo-pher Walls' criticism of sur-veyors' property investment advice is mainly just but he sounds surprised and somewhat vindictive.

In the past, surveyors never pretended that they were strategic investment advisers and specialist "investment brokerage" departments bave only been in existence for 15 years nr so—financial services departments even less. Nevertheless, their evolution bas been rapid from pure hroker towards adviser and it is because surveyors perceive the need to become more strategic without losing their technical expertise that they desire com-petition on the same terms as the financial conglomerates. It does not require a genius to see that surveyors will gradually lose outright control of that stockbrokers have, but that need not reduce them to second

The truth is that there has never been good strategic advice on property — and cer-tainly not from the stockbrok ing profession which has, arguebly, been more ignorant of property than surveyors of the other capital markets. There is an unmistakable whiff of revolution in the air and whatever results will undoubtedly broaden the horizons of the surveyor. Real estete is rele-vant so frequently in commercial, political and domestic life that I can only see an increasing influence for surveyors and not only in the fields of cor-

class citizens.



company. That means we can provide exactly the right building to meet your accommodation requirements for practically any application.

For example, The Joint European Torus needed a building quickly that could be extended easily. The result is the building in the centre, already extended once, using our Lincpac system. Lincpac buildings can be built up to two storeys and delivered ready dad, fittled and finished internally within weeks and placed onto pre-prepared foundations. Lincpac can be relocated, so your building can move with you, or be reduced as well as extended to suit the needs of your business

Then again, if you need a steel structure, our Steel Division has the capacity to undertake every size of project. The building on the right where the steel structure plays a central part, was designed by architects Hutchinson & Partners, Libby & Co. for John Laing PLC. The picture on the left, a new office block for Ross Poultry Great Britain Limited, illustrates our Derwent System. Derwent is a building system refined over many years, which provides, for example, offices, hospitals, airport buildings, motorway services buildings – in fact, it's suitable for most applications and offers impressive design flexibility

If your requirement is for temporary accommodation, immediately

Build the Hallam way A member of the May & Hassell Group

Vic Hallam PLC Langley Will Nottingham NG16 4AN Telephone (0773) 716141 Telex 37426

Finally, there's our volumetric system where all construction and ssembly takes place in our factory. Units are then delivered and assembly takes place in our factory. Units are then delivered and placed directly onto pre-prepared foundations ready for cladding, roof tilling and connecting to services. This system provides particular benefits for housing, hotels and other residential development.

No matter how large your project, we have the capacity to respond competitively, reliably and speedily. Our factory in the Midlands is large by any standards and strategically located only 5 minutes from the Mil. Our Technical and Construction Departments, headed by the Company Applied and Construction of presence and refessional angrenal.

sizes and are built to the highest specification.

Architect and Company Surveyor, ensure a professional approach.

We have the material and financial resources to tackle large pro-

iects. Our £10m contracts in the Falklands embraced all the messes and living accommodation, and fully equipped Sports Hall for the Royal Air Force and Army et Royal Air Force Mount Pleasant. All were built to withstand the violent South Atlantic weather and constructed in our factory prior to being shipped the 8,000 miles to the Falklands

where we completed the job on the ground.

You can depend on Vic Hallam. We have the experience, the range, the capacity and resources you need. There couldn't be better

4	Simply contact us direct or attach your business card to this coupon and send it to us at the address shown on the left.
	coupon and send it to us at the address shown on the left. Please send me your colour literature (tick as appropriate)
	Haltamcabins Lincpac Derwent Steel

riate).

FINANCIAL TIMES

Friday August 15 1986



Irish riot police protect loyalist protesters

By Hugh Carnegy in Dundalk

IRISH riot police had to interver yesterday to protect a group of Pro-testant loyalists from attack by local republicans in the border town

The incident followed e court appearance by Mr Peter Robinson, an Ulster Protestant leader and member of the UK parliament. He was remanded on bail nn fnur charges arising from an incursion into the Irish Republic last week by several hundred Northern Ireland loyalists. supporters of the province's union with Britain.

Such clashes are virtually un-precedented in the Irish Republic. Six people, all from the south, were arrested, and at least as many were injured in the disturbances which

started after police allowed the two sides to mingle outside the court. Mr Ian Paisley, leader of the Democratic Unionist Party, had called for "every available loyalist" to travel to Dundalk to support Mr Robinson, his deputy. In the event, Irish police estimated no more than 150 came, many of them delayed at the border as Irish police and troops carried out painstaking searches of their cars, confiscating wheel braces, umbrellas, spades, flagstaffs and some paramilitarystyle clothing.

Mr Robinson himself drove to the court in a high-speed convoy escort-ed first by the Royal Ulster Con-stabulary and then by the Irish po-lice. Two union dags flew from his car, which was jeered and kicked as it drove into the town and afterwards as it left.

There were clashes before the court hearing but the most serious came after Mr Paisley and Mr Robinson were safely on their way home, leaving their supporters sur-

rounded by republicans chanting Ir-ish Republican Army slogans. A group waiting outside the court was stoned and kicked before riot police wielding truncheons began to escort them towards their cars on a nearby games field. As the huddled group pushed through the main street, two milk crates full of petrol bombs were hurled in front of them from a second-floor window, senda hlast of flame across the road but injuring no one.

Mr Paisley said later at a news conference in Belfast that he would be protesting to the EEC and to the British Foreign Office that loyalists bad not been properly protected by the Irish authorities. Mr Robin said: "It shows the failure of the Irish security forces to provide "proper security within their own state at a meaningful level."

Mr Rohinson, MP for East Belfast, faced four charges of assault-ing two Irish police officers, damaging a police car and unlawful assembly during the loyalist incursion into the Irish village of Clontibret. District Justice Aodhaghan O'Reilly granted a request by the state solicitor to adjourn the case to nearby Ballybay nn October 2.

DKr drops on trade gap fears

Continued from Page 1 term, only two weeks after the unilateral devaluation of the Irisb punt.

"A second realignment for the same reasons as the Irisb punt's would signal mismanagement of the system," comments Mr Geoffrey Dennis of broker James Capel in London.

If the D-Mark continues its steady rise against the dollar, however, he expects the pressure to rise against the weaker currencies in the EMS. If they gain ground more slowly against the dollar, they will fall back against the West German

The Danish budget is presented while the Folketing is on holiday and is therefore not usually an occasion for important new policy an-

World Weather

Cunard pays \$50m for two Norske Cruise ships

ain's Trafalgar House, is to acquire two of the world's most luxurious cruise ships for more than \$50m. The seller, Norske Cruise of Norsed for non-payment of inter-

The ships, Sea Goddess I and II, originally cost \$34m apiece. They are 18 months and two years nld re-

A fortnight ago, Wartsila, the Fin-nish firm which built the ships and also provided finance, put in a re-possession order. Norske Cruise had fallen behind with interest pay-ments, largely because the Achille Lauro terrorist incident, in which a US tourist was killed, had caused a

The imminent collapse of Norske

CUNARD, the shipping arm of Brit- Cruise had caused concern in Norway. The company, set up to build and operate the ships, is a consor-tium of a large number of small in-vestors, both Scandinavian and way, was about to have the ships re- American. The scheme offered scope for tax avoidance.

> It has been rescued by a combina-tion of Cunard and Britain's Midland Bank. Technically, Midland has bought the ships and is leasing them to Cunard for 12 years. It has the option to sell them to Cunard nt

Cunard, which already owns five cruise ships including the Queen Elizabeth 2 (QE2), said cruises on the two Norwegian vessels were among the most expensive in the world. Each ship has 58 double cabins, which cost \$1,200 per day.

Sea Goddess I is nt present cruising from Vancouver to the Arctic and ber sister ship is in the Medi-

Trafalgar House said it could run the ships substantially more cheaply. "A large proportion of the cost of running n cruise ship is land-based," the company said. We have the sales and service network round the world and the marginal cost to us of selling another 232 tickets a week is practically nil. It's a fabulous deal for us."

Besides the QE2, Cunard owns two ships in the five-star luxury class, the Sagafjord and the Vistafjord. Its other two, the Cunard Countess and the Cunard Princess,

Brussels and Bonn to probe state aid for Daimler plant

BY RUPERT CORNWELL IN BONN

the West German Government are to investigate plans by the Daimler-Benz motor group to build a DM 1.8bn (\$866m) car plant in Baden-Württemberg. They suspect that help from the local state govern-ment might contravene EEC competition and subsidy regula-

been approached by Brussels about the scheme for the assembly plant at Rastatt, for which the Baden-Württemberg Government in Stutt-gart is estimated to be putting up between DM \$120m and DM \$140m. The ministry has requested full de-tails from Mr Lothar Spath, the

pean motor industry. It is seeking to block FFr 3bn (\$445m) of grants recently allocated by the Paris government to Renault, the nationa-

That attempt is likely to run into stiff opposition from the French, but the Daimler-Benz case is less Mr Martin Bangemann, the West tributed by Baden-Württemberg German Economics Minister, said yesterday that his officials had been approached by Baden-Württemberg tructure improvements. tructure improvements, made necessary by the plant, it may be permissible under Community rules. But if it was specific, it might be an infringement of competition, Mr

Mr Bangemann, leader of the Free Democrat (FDP) junior coali-tion party, did not hide his own mis-The probe is a further sign of the Commission's determination to Christian Democrats (CDU) have

THE EUROPEAN Commission and stamp out subsidies to the Euro- an absolute majority in the state parliament

From a purely political viewpoint," the minister said, there was much about it which he did not like. The affair could cause embarrassment for him in Brussels where West Germany has long campaigned for a reduction in industrial subsidies, for example in the Eu-

ropean steel industry.

"It's not a very convincing policy to fight against subsidies at Common Market level and then be a member of a government which authorises them at home," Mr Bange mann said.

The new Rastatt operation is expected to assemble some 70,000 cars a year and provide 7,000 jobs. But critics of the help provided by the Stuttgart government point out that Daimler-Benz is not only West Germany's largest industrial company but also one of its richest.

Schwab resigns as main board member of BankAmerica

BY PAUL TAYLOR IN NEW YORK

MR CHARLES SCHWAB, chair- lieved to have been among a small man and chief executive of Ban- minority of BankAmerica directors kAmerica's discount brokerage subsidiary, has resigned from the main board of the struggling West Coast banking group.

The surprise move late on Wednesday came three days after BankAmerica announced that Mr John Poelker was resigning after only six months as chief financial officer and treasurer. It was seen on Wall Street as raising further doubts about the banking group's immediate recovery prospects.

Mr Schwab, who became a BankAmerica director when his discount brokerage business, Charles Schwab and Co, was acquired by the banking group in 1983, is believed to have been an increasingly vital critic of BankAmerica's senior management team and an active boardroom dissenter in recent

Last year, he tried to buy the brokerage business back from the group. Earlier this year, he is be-

Sandy Weill, the former American Express president, to take over the group and replace Mr Samuel Armacost as the banking group's chief executive and chairman.

Mr Schwab said be was resigning from the bank and holding company boards "to be able to devote undivided time and attention" to the affairs of the brokerage business "and to ensuring that it is the most successful enterprise in the busi-

Nevertheless, his decision, coming hard on the heels of Mr Poelkvaluable contributor to the board's schwab's resignation came after deliberations. We respect his wish to concentrate his business attention exclusively on the growth and kAmerica shares had fallen \$% to the company he \$12, an all-time low.

BankAmerica faces pressure to increase its capital or shrink itself who backed an abortive bid by Mr because of a series of big losses mainly resulting from the need to bolster reserves to cover its prob-lem loan portfolio. However, Mr Armacost has said that the group will not sell Charles Schwab and Co or SeaFirst, a subsidiary banking group, two of its most valuable as-

There has been criticism on Wall Street of Mr Armacost and Mr Leland Prussia, the two senior execu tives who have run the group for the past five years, and some speculation about Mr Armacost's future.

Mr Schwab's resignation appears er's resignation and BankAmerica's to consolidate Mr Armacost's grip \$640m second-quarter loss, was on the bank's dwindling 14-member viewed on Wall Street as another blow for the recovery hopes. Mr Armacost said Mr Schwab had been n

The announcement of Mr

West Germany may cut rates

Continued from Page 1 rency markets and on debtor states hoping for expanding sales in the industrialised countries.

It is also noted that within the European Monetary System (EMS), the D-Mark has regained part of the strength lost through the realignment in April. This, too, is felt to give more scope for a cut in the German discount rate, but preferably as part of co-ordinated action with European partners.

Canada GNP 'to slow'

growth is expected to continue to tation of fiscal policy toward budget slow until the end of next year, the deficit reduction. Organisation for Economic Co-oper-ation and Development (OECD) said yesterday, Reuter reports from

It noted that Canada's output growth over the past 18 months had been among the highest in the OECD area, exceeding the predictions of even optimistic forecasters. But economic prospects to the end of 1987 were strongly affected

CANADA'S rate of economic the outlook in the US and the orien-

"On balance GNP (gross national product) volume growth is expected to slow to around 3.75 per cent this year and 3.25 per cent in 1987, mainly reflecting the implications of fiscal consolidation on both real public consumption and real household disposable income," the OECD said,

Canadian GNP rose 4.5 per cent by the recent decline in oil prices, in 1985 and 5.0 per cent in 1984.

Australian current account deficit worsens

By Emilia Tagaza in Canberra AUSTRALIA's current account defi-

cit worsened dramatically last month, increasing pressure on the Labor government to make its 1986-87 budget to be announced on Tuesday, the most stringent during its three years in office.

The deficit reached A\$1.56bn (\$952m) in July, an increase of almost A5500m over the June figure. Imports rose by 2 per cent during July while exports dropped by 3 per cent, resulting in a trade deficit of AS524m, up from AS185m in June.

Money market dealers said the deficit was worse than their most pessimistic forecasts, but the figure did not cause another plunge in the Australian dollar's value. The market is looking more at Tuesday's budget for signals for the currency's

Mr Bob Hawke, the Prime Minister, put on n brave face, saying that the deficit was within the expected range of AS1.48hn to AS1.7bn. He was heartened by the market's Mr Jeff Schubert, economist for

Wardley Australia, said the AS1.56bn deficit made it even more urgent for the government to cut the hudget drastically. The market is looking at a budget deficit of AS4bn and if it doesn't get that, there will be further downward ressure on the Australian dollar, he said. There were several areas where the government could reduce expenditure, but the question was whether it had the will to cut spending in politically sensitive areas. Mr John Button, the Minister for ndustry and Commerce, said he did not expect an improvement in Australia's trading position in the near term. "It has taken 20 years for Australians to become aware of the structural deficiencies in the economy, especially the over-rel-iance on mineral resources, and you're not going to change that

One factor that had abetted Australia's external accounts problem was the huge increase in the amount of money flowing out of the country. From July 1985 to June 1986, private companies direct inamounted to A\$2.4bn, an 85 per cent rise over the previous financial year's AS1.3bn. During the first nine months of 1985-86, direct capital outflow had reached A\$1.6bn. To offset the capital outflow, Mr Paul Keating, the Federal Treasur-

er, last month announced new investment guidelines which dismantle most restrictions on equity investments in Australia by foreign-ers. He also abolished the dividend withholding tax and the profits tax that used to be levied on foreign in-

Guinness sells BP shares

Continued from Page 1

On Wednesday, Guinness unveiled new proposals including the appointment of four non-executive directors in a move to dampen the controversy over its earlier plan to scrap a group Guinness-Distillers board. Although the regulatory nuthorities have supported this move, they still intend to keep the pressure on Guinness through the phrasing of the shareholders circular.

Mr Marcus Agius, a director of Guinness, and its president elect Lord Iveagh, denied any difficulties with the Stock exchange. "We are just going through normal drafting

Mr Agius said Guinness had done very well to gather a strong non-ex-ecutive team of high calibre in the four weeks since the controversy

But the regulatory authorites are apparently keen that Guinness should name its proposed fifth nonexecutive director who will have

Bhutto held after riots in Pakistan Continued from Page 1

Miss Bhutto accused Mr Mohammad Khan Junejo, the Prime Minister, of being nothing but the head of a civilian martial law government. "If the regime hopes," she added, "that by arrests, no matter how widespread, to stem the tide of popular opposition to its rule then it

has calculated wrongly."

If the security situation deteriorates further President Zia ul-Haq, who is on a pilgrimage in Saudi Arabia, may have to return to take

disturbances may prompt the army day and he appealed to the opposi-to put pressure on President Zia to tion to do likewise. reimpose martial law. He would

Since returning from self-im-posed exile Miss Bhutto has been able to travel and speak freely. Until yesterday's crackdown, diplo-mats believed she was making only limited progress in undermining the regime.

One observer said: "Her arrest and the killings give the opposition the cause it was looking for. It's a major setback in the transition to civilian rule."

On Monday Mr Junejo had cantharge. celled his own rally which was to have taken place at Lahore yester-

Miss Bhutto and other MRD lead-

party Movement for Restoration of resist this since it would undermine ers rejected Mr Junejn's request common distribution of limited democracy.

ers rejected Mr Junejn's request and claimed that be had cancelled his own meeting because fewer people would have attended it.

The Government then imposed a legal ban on all political meetings and rallies across the nation and arrested more than 400 political activists, including a dozen top leaders of MRD, in a pre-dawn swoop on

Wednesday.

Miss Bhutto led n demonstration of 8,000 supporters from her seaside residence in Karachi. The procession was repeatedly teargassed by the police who also fired into the air to frighten the crowd.

Miss Bhutto later defied the Government ban once again, when she secretly arrived at another opposiTHE LEX COLUMN

Painful exchange for Plessey

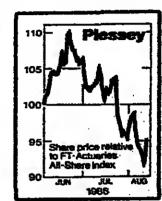
Plessey admirably resisted an in clination to rub GECs nose in the Monopolies Commission report by announcing first quarter figures, to June, no better than expected at £43.3m pre-tax, 10.2 per cent ahead. But since Plessey has set itself up as a contrary thinker, short-term profits are regarded as bad if they are made at the expense of growth further ahead. Investors who have had a long wait for the long term to arrive, at least got the hint that next year the borizon will seem

is suffering the painful transition from old style exchanges, which stopped selling in the second quar-ter of the last financial year, to System X, now building up. The C5.1m improvement in telecommunica tions operating profits to £18.7m was more than accounted for by n £1½m turnround to profit in paybones, and a £4m swing into profit at Stromberg-Carlson in the US. In the US, Plessey has to prove itself as a supplier to some of the Bell companies, and with field trials now taking place the chances are good of major orders stretching ahead, and perhaps substantial profits in 1988 and beyond. Orders for Ptarmigan and Raven on the defence electronics side may be closer at hand, while in microelectronics profits will be held back this year by the opening of a new £40m plant.

If all that seems like jam tomorrow, the market must value current earnings on the chances of investment paying off sufficiently to make up for profits foregone now. If profits this year reach £200m, against £170.2m and with a tax charge of 36 per cent, the multiple of around 11 with the shares at 194p, down 6p yesterday, is not ask-ing much. One certainty is that Plessey is still growing its divi-dends at 15 per cent each year.

Royal Insurance

The London market had such exaggerated hopes of yesterday's in-terims from Royal Insurance that it was not to be satisfied by dividend growth ahead of the market (at 14 per cent) and the conversion of last year's £18m pre-tax loss into an £87m gain. Royal itself lost 7p on the day to 8240 and the other composites, which were streaming therefore of the motor components to the change in sentiment towards ahead on General Accident's gen- group to swell its equity by 25 per oils than admiration at the placers' erous dividend announcement ground to a hait.



The market is peering so hard for clouds on the US underwriting horizon, thet matters nearer at hand are blurred. Royal might well have turned in profits well ahead of the best expectations, but for a £15m adjustment in reserves against medical expenses in the workers' compensation business. Royal insists it is over-reserved in the US.

Royal was just as confident about North American commercial premiums as General Accident or Commercial Union and could turn out even better figures: premium income in local currency terms was up 40 per cent in the US in the first half (21 per cent in Canada) with operating ratios down 15 points in profitability, there can be no wor-ries about Royal's US capital base.

The bears may be alarmed that US commercial multiperil policies are now being renewed at cheese paring increases of only 48 per cent. Yet when Royal is underwriting all its commercial business but workers' compensation at a profit, the 70 per cent price increases of the winter would carry the double risk of new capacity and rate-capping. If Royal does not make well over £220m for the year, it must be the

BBA

When the new improved BBA management did the grand tour of action was no inter-the City of London this summer the institutions were having severe dif-stock. The deal was an undoubted ficulties in getting hold of enough of success as the 8p rise in BP's shares er stock. How considerate £12.4m were pretty much in line risk.

with expectations, but the hefty is-sue of new shares was not. With gearing running up to 80 per cent, it

Col

4311

gainst

This is not one of those tedious equity calls that dilute carnings. The company insists that the straightforward application of the funds to debt reduction will increase earnings per share this year. Some shareholders might distant from that that it would be just as good not to take up their rights and use the unspent money on gilts of their choice. At the very least the admission shows just how much Dr John White and friends must de to bring return on capital is the com-pany up to acceptable levels.

The problem with the interior results is that yet again the UK carnings are in the doldrums. The fact that overseas carnings are buoyant by comparison draws yet more at-tention to BBA's ACT problem. The company needs another CAm a year of UK earnings to escape entirely from the tax trap, and that seems most likely to come from yet an-other acquisition. Given that the company takes gearing of about 50 per cent to be a desirable level, and that the rights issue will reduce the figure to half that level. BBA has around £25m to spend, even before recourse to further paper. Industrial textiles appears to be the choice, but BBA is by no means the only oth territories. At that level of one shooting at that particular tar-

BP placing

To hail yesterday's BP placing as the first bought deal In the London equity market is more investment bank hype than a statement of fact. In a sense bought deals have been In a sense bought deats nave been happening for years, though dressed up as best-efforts placings, and the UK end of the deal conformed to pre-Big Bang Stock Exchange rules. Though Guinness was paid a net price for its shares, Hoare Govett and the market took their terms while largest raid the their turns, while buyers paid the usual stemp and commission. Salomon Brothers' 20 per cent of the cent. The interim pre-tax profits of courage in taking a momentary



UGANDA • UNITED ARAB EMIRATES • UNITED KINGDOM • UNITED STATES OF AMERICA • VANUATU • ZAIRE • ZAMBIA • ZIMBABWE

The Australia and New Zealand 150 years experience in financing trade, nking Group, which now includes and a widely recognised reputation in the London financial and foreign exchange Banking Group, which now includes Grindlays Bank has over 1,660 branches and offices in 46 countries.

0

With an asset base of over US\$35 billion, ANZ is well placed to help your company with its domestic and international financial requirements. Both ANZ and Grindlays have over

markets.

Talk to ANZ whether your requirements are at home or halfway round the world. Whatever the answer you'll find we're open for business around the

The new force in International Banking







Control of the second

the of control throat the said

17 1 19 20 12 E

10 Table 12 Table

Walter Water

and the state of

North Say

The state of the state of

A feet on appropriate

13 3 11 12

HP placing

Control of the months of the control of the control

ত প্ৰতিক্ৰান্ত পদ্ধী জন্ম তেওঁ কিলাছে তেওঁ তেওঁ ক্ৰমণ ক্ৰম

AND RESERVED

all the superior

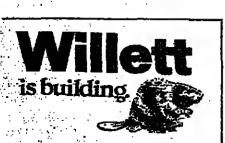
100 100 100 100 100 100 المعتقدين فيالان الرااوان

and the second of the

and the second

100 miles (1980)

A CARL CONTRACT



SECTION II - COMPANIES AND MARKETS

FINANCIAL TIMES

Friday August 15 1986



BY PAUL TAYLOR IN NEW YORK

banking group in Massachusetts, facing an unsolicited takeover bid by Fleet Financial Group, agreed to be acquired by Boston-based Bank of New England in a share swap deal valned at \$658m.

Bank of New England is the second-largest banking group in New England and the 28th largest bank-

ing group in the US.

If completed, the deal would mark a futher consolidation of the banking industry in New England and a significant coup for Bank of New England which will emerge with about \$24bn in total assets. Conifer, which has itself been growing land's hid which is a hefty three rapidly through acquisitions, has assets of \$3.9bn, up from \$2.54bn at Under the preliminary agree-

BY OUR NEW YORK STAFF

NAVISTAR International, the US

heavy and medium truck group,

yesterday reported a further de-

cline in its quarterly operating net

earnings to near-breakeven levels.

It cited a sharp downturn in heavy truck sales and gave a warning that

it saw no signs of a market turn-

poor results and gloomy outlook, Navistar's share price fell \$\%\ to \$7\%. The Chicago-based group, which changed its name from Inter-

national Harvester earlier this

year, said its operating earnings plunged to \$3m in its fiscal third quarter ending July 31 from \$29m

or 21 cents a share in the year-ago

period. Sales dropped by almost 14 per cent to \$762m from \$885m.

estate syndicator who has been ne-

in Texas, Colorado and Michigan.

courts to appoint a receiver for the

properties and to seize all income

Hall files \$275m suit

against Federal Savings

MR CRAIG HALL, the Dallas reel Hall Financial Group, which with

gotlating since January to restruc-ture more than 5700m in debt, bas filed a \$275m damages suit in Dal-las and Detroit against the Federal

Savings and Loan Deposit Insur- group of other bank lenders have

ance Corporation (FSLIC).

The suit arises out of \$132m in loans from Westwood Savings and Loan Association of Los Angeles on of the Hunt family of Dallas, for

15 apartment and office properties payment on a \$846m line of credit to

n Texas. Colorado and Michigan.

This follows a posting last week
In June Mr Hall announced a on the Hunt-owned Placid Building

preliminary restructuring agree- and Service Company's 27 per cent

ment with Westwood but a month later the FSLIC, acting as conservator for the troubled thrift, asked the for payment on a \$100m loan.

This action. Mr Hall claims in his have filed two damage claims total-suit, had disastrous effects on the ling \$13.8bn from 23 banks, includ-

economic viability of the whole of ing National Westminster

owned by Hall limited partnerships Penrod Drilling.

In the immediate wake of the

came a major regional banking group as a result of the mid-1985 merger of Bank of New England and Connecticut-based CBT Corporation, agreed to exchange stock

worth \$62 for each Conifer share. Last month Fleet Financial, the Providence, Rhode Island banking group which has also been growing rapidly through acquisitions, of-fered to acquire Confer in a deal valued at \$52-a-share or \$554m. Fleet said it had offered to increase its bid but indicated that it was not willing to match Bank of New Eng-

Navistar earnings slip further

changed. "The economic turbulence

which has buffeted the heavy truck

pressed market conditions and con-

sequent price discounting of both

ers fell in the latest period from the full capacity levels of the first half.

Navistar's net earnings also fell.

due in part to lower tax credits. In

\$3bn in assets is one of the nation's

In a tangle of lawsuits, the com-

panies and trusts controlled by

Bunker, Herbert and Lamer Hunt

be reviewed by bank regulators because both groups aiready have a strong presence in Massachusetts, Bank of New England agreed to ex-change up to 1.95 of its shares and not less than 1.65 of its shares for each of Conifer's 10.5m common

shares. In addition, Conifer granted Bank of New England an option to acquire up to 3.4m of its sbares, or 25 per cent of its stock after exercis-

ing the option, for \$50 each.

In response to the announcement, Conifer's stock gained \$3% a share to \$54% while Bank of New England's stock fell \$% a share to

For the nine-month period Navi

in the year-ago period, on sales which fell by 7.9 per cent to \$2.43bn

the year-ago period when the group was hit by a \$576m loss on discon-

tinoed operations only partly offset

ahead by 16%

By Sara Webb in Stockholm

PHARMACIA, the Swedish pharm-

accuticals and biotechnology group,

announced a 16 per cent increase in profits after financial items for the

Profits after financial items were

SKr 426m (\$61.6m) compared with

SKr 366.2m for the first six months

The company has had to increase

its estimated tax bill since the end

of the last quarter. It expects after tax profits of SKr 311m a 7 per cent

Group sales for the first half year

rise on the first half of 1985.

more rapidly than sales.

first six months of this year.

of last year.

the dollar.

Pharmacia

in first half

Keener price competition arising

to FI L31bn, aided by a 44 per cent

quarter with passenger, freight, post and charter categories rising. The latest quarter represented a turnaround for freight traffic. • Mr Carl Icahn, the Wall Street corporate raider who controls Trans World Airlines (TWA), expects the embattled international carrier to

During the meeting Mr Icahn had said that TWA earned \$25m to \$30m pre-tax in July and that be expected August's results to be better. He added that the company's costs had been reduced and its load factor bad improved from 70 per cent to 74 per cent last month.

cent strike hy flight attendants which had cost the airline more

lange Conifer faces takeover CONIFER Group, the sixth-largest year-end. by weak ment, which has been approved by Bank of New England, which beboth boards but which will probably dollar

Navistar said third-quarter retail made final net earnings of \$5m or

sales of heavy trucks were about 20 one cent a share, while a \$25m tax

per cent below the 1985 level while benefit in the year-ago period lifted

medium truck demand was un- net earnings to \$54m or 39 cents a

industry throughout 1986 shows no signs of abating," the company said. It added that it expected the de-down from \$82m or 56 cents a share

the latest quarter a \$2m tax benefit by a \$73m tax benefit gain.

Much of the Dutch flag carrier's revenue is denominated in the dollar, which was 27 per cent weaker in the first querter ended June 30 than a year earlier, thus translating into fewer guilders.

from deregulation and the fall-off in American passengers cut heavily into traffic revenue. KLM is be-lieved to have suffered a drop in US traffic, like other airlines, because of fears of international terrorism.

Total turnover declined 11 per cent to Fl 1.39bn, including a 13 per cent drop in traffic revenue. The ocas a percentage of the total – slipped to 66.4 per cent from 67.7 per cent in the first quarter of 1985,

plunge in fuel costs due to the new and used heavy trucks to continue in the fiscal fourth quarter.

The truck maker also noted that extraordinary gain from income tax benefits made final oet earnings of benefits made final oet earnings of continue for the first diesel endings of the f helped by cutting fuel and financing

> 857m ton-kilometres in the first post a net profit in the third quarter

oy's annual shareholder meeting: "I'm optimistic about the quarter. We should have a net profit." In the 1985 third quarter TWA suffered a \$13.5m loss.

were up 4 per cent to SKr 1.769hn from SKr 1.7038bn despite a fall in Phamacia expects sales for the year to increase by between 5 per cent and 10 per cent. Profits after fi-nancial items are expected to rise

Profits at KLM hit

By Laure Raun in Amsterdam

KLM ROYAL DUTCH Airlines incurred a 29 per cent drop in profits to F1 82.2m (\$35.7m) in the first quarter due to smaller revenue resulting from stiffer competition and

cupancy rate - the number of passenger seats and freight space filled Overall costs decreased 9 per cent

Total traffic climbed 6 per cent to

after its first-ball deficit of \$256.6m.

Mr Icahn said after the compa-

A third-quarter profit would represent a considerable achievement for the airline, which was hit in the first part of the year by a loss of traffic to Europe because of Americans' fears of terrorism, and the re-

National Australia 🚜 Bank Limited

This advertisement complies with the requirements of the Council of The Stock Exchange and does not constitute an offer of, or invitation to subscribe for or purchase, any securities.

(Incorporated with limited liability in the State of Victoria, Australia)

U.S. \$50,000,000 Floating Rate/High Initial Spread Notes due 1993 Issue price 100 per cent.

The following have agreed to subscribe for the Notes:-

Nomura International Limited

Kyowa Bank Nederland N.V. Mitsui Trust International Limited Mitsubishi Trust International Limited

Sumitomo Finance International

Tokai International Limited

Application has been made to the Council of The Stock Exchange for the Notes to be admitted to the Official List.

The Notes will bear interest, calculated as set out in the listing particulars, from 27th August, 1986 payable semi-annually in arrears on the interest payment dates falling in February and August, except that for the last 3 years from the interest payment date falling in August 1990 to 27th August, 1993 the Notes will not carry any interest.

Listing particulars relating to National Australia Bank Limited and the Notes are available in the Extel Statistical Service and copies may be obtained during usual business hours up to and including 19th August, 1986 from the Company Announcements Office of The Stock Exchange and up to aod including 29th August, 1986 from:-

Nomura International Limited. Nomura House, 24 Monument Street, London EC3R 8AJ.

Rowe & Pitman Ltd., I Finsbury Avenue, Loodon EC2M 2PA.

Bankers Trust Company, Dashwood House, 69 Old Broad Street, London EC2P 2EE.

15th August, 1986.

Asea boosts turnover by 32%

BY KEVIN DONE, NORDIC CORRESPONDENT, IN STOCKHOLM

Profits (after financial items) rose by 19.9 per cent to SKr 1.329bn. The group repeated its earlier cautious forecast that earnings in the full year should at least match 1985

Pre-tax profits in the first six months have been inflated by ex-traordinary gains of SKr 899m and as a result more than doubled to SKr 2.228hn from SKr 1.096bn in the first half of 1985.

During the first half of 1986 Asea has sold off part of its power gen-

MR HAROLD SIMMONS, the Dal-

las investor, yesterday cemented his control of NL Industries

through a complex deal that follows

recent open market purchases

which lifted his stake in the US oil

services and chemicals group to

more than 51 per cent, writes Our

The two sides have been involved

in a protracted takeover sage which

last week spilled over into the courts when a judge ruled NL's

"poison pill" anti-takeover tactics

invalid. However, Mr Simmons was

also prevented from continuing

with a tender offer for the company,

and attempted to sidestep the court

order by buying shares in the mar-

Now NL and Amalgamated Sugar, which is controlled by Mr Sim-

moos, have entered an agreement

to work together to maximise the

The deal calls for the restructur-

Series C depositary receipts."

Amalgamated.

Financial Staff.

neering group, boosted its turnover cent stake io OKG, the utility ownby 32.3 per cent in the first six ing the Oskarshamn nuclear power months of the year to SKr 22.7hn (\$3.3bn), helped by the invoicing of the Oskarshamn 3 nuclear power toon it has disposed of a 16 per cent shareholding to the Aker group, the Norwegian engineering and off-shore fabrication concern, for more than SKr 300m.

Partly as a result of the disposals, Asea's liquid assets had climbed to SKr t0.833on by the end of June compared with SKr 6.27bn at the end of 1985 and SKr 6.93bn a year earlier.

The group said that the value of new orders booked in the first half of 1986 rose by 30 per cent to SKr 24.9bn, compared with SKr 19.26hn

ASEA, the Swedish electrical engi- eration assets including a 7.5 per earlier. The chief increase came in cluding insurance, stockhroking

low industrial investment, had stock market. slowed domestic order bookings,

a light rail transit system for Islanbul, and three orders for High-Voltage Direct-Current (HVDC) instal-lations.

The group's operating earnings of the group was generally satisfactory Group capital expenditure rose to SKr 1.045bn, but profits rose to SKr 607m from SKr 54tm in were boosted by a further improvement in net financial income

Asea is expanding its financial

Asia and Western Europe, exclud- and moncy market trading, and earnings in this sector were helped Asea said that the weak economy by declining interest rates and the sweden, reflected above all in strong performance of the Swedish

The group said that the earnings which would have a negative im-pact on margins.

of several of its domestic subston-aries had declined due to the slowdown in the Swedish economy and earnings had also been hit by labour market conflicts in Finland.

Capacity utilisation in most parts

the first half of 1985. As a result of a number of earlier acquisitions the Asea workforce has

Simmons gains Maxwell stages raid on | Sharp income control of US shares of Extel group chemical group

BY CHARLES BATCHELOR IN LONDON

MR ROBERT MAXWELL, nublisher of the Daily Mirror, yester- er unsuccessful £170m (\$238m) day staged a surprise stock market takeover hid for Extel from Deraid on the shares of Extel, the husi-merger Corporation, a speciallyness and sporting information created company, and had said he group, to increase his holding from wanted to launch a bid of his own. 17 per cent to 27 per cent. He bought 4.2m Extel shares for about bowever, led to a takeover panel

£18m in 90 minutes. Mr Maxwell said the share huying was intended to reinforce his opposition to Extel's plans to huy Dealers' Digest, a New York financial publishing company, for \$40m. a price he considered excessive. Mr Michael Dineen, an Extel di-

rector, accused Mr Maxwell of "harrassing the company. He has code, failed twice in his efforts to take over Extel. He now appears to be following a policy of harrassing the management and interfering in the oormal running of the company,"

value of NL's common stock and its Mr Dineen said. Mr Maxwell's surprise move came exactly a week after the full ing of NL's board so that five of its takeover panel bad rejected his apnine members will be designees of peal against a ban on him bidding for Extel for a year

Mr Maxwell had backed an earli-His association with Demerger.

ruling that he was actiog "in concert" and prompted the 12-month ban on recewing the hidding. By buying less than 10 per cent of Extel's shares vesterday and keep-ing his total below the 29.9 per cent level at which a full hid would be triggered, Mr Maxwell has kept within the rules of the takeover

In a prepared statement, Mr Maxwell said be intended to cast his votes against a resolution to be put to Extel shareholders on August 29 seeking approval for the Dealers'

Digest purchase. The resolution to buy Dealers' Digest requires a simple majority, however, so Mr Maxwell's stake is

in the corresponding period a year services and trading activities, in risen to 64,476 from 59,439 in 1985. decline at

By Terry Dodsworth In New York

Bear Stearns

BEAR STEARNS, the US securities group which made a public offering in its shares last year, suffered a shorp fall in profits in its first quarter, apparently because of difficult trading conditions in July.

Net income in the three months to July fell by 20 per cent to \$31m from \$49m, while revenues slipped to \$499.7m from \$565.2m. Earnings per share dropped to 23 cents from

Bear Stearns said that all sectors of the business operated at high revenue levels. The company was particularly gratified by the continuing acceleration of its mergers and acquisitions activities, along with the development of its investment banking interests.

But it conceded that market conditions during the quarter, especially in July, had "caused several areas that are traditionally substannot large enough in itself to block that contributors to income to op-the deal.

This advertisement complies with the requirements of the Council of The Stock Exchange. It does not constitute an offer of, or untation to the public to subscribe for or to purchase, any securities. These Notes have not been registered under the United States Securities Act of 1933 and may not be offered or sold in the United States or to U.S. persons as part of the distribution of the Notes.

Lloyds Bank Plc

(Incorporated in England with limited liability under the Companies Act 1862 and the Companies Act 1985)

U.S.\$600,000,000

Primary Capital Undated Floating Rate Notes (Series 3) Issue Price 100.10 per cent.

The following have agreed to subscribe or procure subscribers for the Notes:

Lloyds Merchant Bank Limited

Bank of Tokyo International Limited Barclays de Zoete Wedd Limited County NatWest Capital Markets Limited Credit Suisse First Boston Limited **Deutsche Bank Capital Markets Limited** Goldman Sachs International Corp. LTCB International Limited Mitsubishi Finance International Limited Morgan Guaranty Ltd Nomura International Limited Salomon Brothers International Limited Sumitomo Finance International Union Bank of Switzerland (Securities) Limited

Algemene Bank Nederland N.V. Bank of America International Limited Banque Bruxelles Lambert S.A. Banque Nationale de Paris Baring Brothers & Co., Limited Dai-Ichi Kangyo International Limited Fuii International Finance Limited Girozentrale und Bank der österreichischen Sparkassen Aktiengesellschaft Kleinwort Benson Limited

Manufacturers Hanover Limited Morgan Grenfell & Co. Limited Nippon Credit International Limited Sanwa International Limited Société Générale Tokai International Limited

Bankers Trust International Limited Commerzbank Aktiengesellschaft Credit Lyonnais Daiwa Europe Limited Dresdner Bank Aktiengesellschaft HongkongBank Limited Merrill Lynch International & Co. Samuel Montagu & Co. Limited Morgan Stanley International Orion Royal Bank Limited Shearson Lehman Brothers International, Inc. Swiss Bank Corporation International Limited S.G. Warburg, Akroyd, Rowe & Pitman, Mullens

ANZ Merchant Bank Limited Bank of China Banque Indosuez **Banque Paribas Capital Markets Limited** Citicorp Investment Bank Limited First Interstate Capital Markets Limited Generale Bank **IBJ International Limited** Kidder, Peabody International Limited Kredietbank N.V. Mitsui Trust International Limited The Nikko Securities Co., (Europe) Ltd. Saitama Bank (Europe) S.A. J. Henry Schroder Wagg & Co. Limited Takugin International Bank (Europe) S.A. Westpac Banking Corporation Wood Gundy Inc.

Application has been made for the Notes, in bearer form in the denomination of USS 10,000, constituting the above issue to be admitted to the Official List by the Council of The Stock Exchange, subject only to the issue of the Temporary Global Note. Interest will be payable six monthly in arrear in February and August, commencing in February 1987.

Particulars of the Notes are available in the statistical services of Extel Statistical Services Limited. Copies of the listing particulars relating to the Notes may be obtained during usual business hours on any weekday (Saturday and public holidays excepted) from the Company Announcements Office of the Quotations Department of The Stock Exchange, Throgmorton Street, London EC2, up to and including 19 August 1986 or during usual business hours on any weekday (Saturdays and public holidays excepted) at the address shown below up to and including 28 August 1986:—

Lloyds Bank Pic Lloyds Merchant Bank Limited Houre Govett Ltd. 71 Lombard Street 40-66 Queen Victoria Street London EC3P 3BS London EC4P 4EL (Attn: Secretary) (Aum; Capital Markets)

Herou House 319-325 High Holborn London WC1V 7PB (Brokers to the Issue)

(Government Bonds) Limited 40-66 Queen Victoria Street London EC2P 4EL (Brokers to the Issue)

Lloyds Merchant Bank The Chase Manhattan Bank, N.A. Woolgate House Coleman Street London EC2F 2HD (Attu: Corporate Trust)

ハンシ

15 August 1986



Wood Gundy launches three C\$100m deals

THE CANADIAN dollar Euro-bond market encountered an avalanche of new paper yester-day as Wood Gundy launched three deals each worth \$100m.

Dealers expressed fears that
this onslaught would use up current European retail demand for Canadian dollar bonds, which has been strong recently given the firm currency and sig-nificant yield pick-ups over US dollar-denominated bonds.

Triple-A rated Federal Business Development Bank (FBDB) brought a three-year issue, while Farm Credit Corporation, its fellow Canadian Crown corporation, borrowed five-year funds on more aggres-

sive terms.

FBDB's issue has a coupon of 9 per cent and price of 1001, and provided a yield spread over Canadian Government tinued to trace rainy numy. Nomura International followed up Merrill Lynch's two-tranche deal, which had one partly-paid portion, launched on Wednes-

bonds of 40 hasis points at issue.
Farm Credit's bond also has a coupon of 9 per cent but was priced at 100\(\frac{1}{2}\), to give only a 30 basis point yield differential.
Wood Gundy's third deal, for GMAC of Canada. also looked on the aggressive side. The five-year 9\(\frac{1}{2}\) per cent bond was priced at 100\(\frac{1}{2}\) to give a yield spread of about 50 basis points over Canadian Government bonds.

All three issuers have reason-

Ail three issuers have reasonbut a furiber rush of issues in the near-future seems likely to cause indigestion in the market. Elsewhere in the Eurobond market US dollar bonds continued to trade fairly firmly. Nomura International followed up Merrill Lynch's two-tranche

ture significantly reduces the cost of swapping proceeds into floating-rate funds. Demand for the partly-paid tranche is limited to certain speculative investors. while the full-paid deal appeals to "mainstream" lnstitutional bond investors. Postipankki's \$200m bond pays a coupon of 7½ per cent and has a seven-year life.

Credit Suisse First Boston issued a \$150m three-year bond

exercised into Kaufhof sbares at a price of DM 485 each. The bond with warrante pany. The 7‡ per cent bond, priced at 100? provided a yield of about 100 basis points over US Treasury bonds at issue. with warrants traded at Lockheed will use the proceeds to finance part of its acquisition of Sanders Associates, an East Coast advanced electronics company. After that acquisitioo, Lockheed was downgraded to A-plus by Standard and Poor's, and A-2 by Moody's rating agencies.

bond with warrants traded at 120 bid.

The Swiss franc market saw strong volume and prices rose by i point on average. Kredlet-bank (Suisse) launched a bank (Suisse) launched a SFr 100m 10-year 51 per cent bond for Belgium. Lloyds Bank co-led the deal.

In the Danish crown market, Privatbanken launched a DKr 300m seven-year bond for Norwegian Christiania Bank. The bond has a coupon of 98 per cent and price of 100%.

The Danish crown market is attracting demand from some European investors since it offers about a 2 per cant yield pick-up on Ecu bonds at the moment, although the currency

Continuous medium-term notes offering from PepsiCo

PEPSICO, the US soft drinks funding needs as it recently and food group, plans to be the agreed to pay \$850m for the first corporate borrower to Kentucky Fried Chicken chain launch a programme of con- and \$246m for the overseas tinuously offered medium-term interests of Seven-Up. notes in the Euromarkets.

maturity within a given range.

PepsiCo's programme will be a welcome experiment for bankers who believe that there could be substantial demand for medium-term notes in Europe and that they could become an important product for Euro-

market bankers. issuer of both Euro-commercial
The borrower itself is likely to continue to have substantial made no US deht offering,

So far, the only borrower to Medium-lerm notes are already popular in the US, where some \$35bn to \$40bn are outstanding. They are offered in a similar manner to commercial paper, in that rates are constantly posted for issues of ony markets in global programmes focusing initially on the US. Ms Jenet Lavine, PepsiCo's assistant treasurer, said in London yesterday that the com-pany's decision underlined its liking for the Euromarkets, where it has been a substantial

Bankers said they expect the leading Singapore local banks

medium-term notes in the US.
Though the offering will be
registered with the Securities
and Exchange Commission for
technical reasons, securities will be permanently in bearer form an may not be sold back into the U.S.

"We view this as an invest-ment by us in the merket. Rather than deciding ourselves what the market wants, we'll wait for a little feedback," Ms Lavine sald. She noted, however, thet current wide spreads between Eurobond and US markets could make the Euromarkets less competitive virtually no secondary market. Genominations are likely to be trading. Ms Lavine said.

The lack of trading was weltember, will effectively be an come since the return of issued \$100,000 or less.

except commercial paper, since extension of the company's paper to the market could 1982.

The company will not offer although it will be in PepsiCo's issues. She acknowledged that medium-term notes in the US. own name rather than that of a there could be some trading of subsidiary.

used: Credit Suisse First Boston, Salomon Brothers, Union Bank of Switzerland and Swiss Bank Corporation International.

competitive

with

The same four dealers will be PepsiCo now plans.

As with Euro-commercial paper, the company will inform dealers each day of the rates at which it is prepared to issue for national. any maturity. Rates will be PepsiCo's Euro-commercial fixed and floating, initially only

paper programme, which in dollars.
averages about \$200m in As with short-term paper, issaunce as against \$1.3bn in notes are intended to meet domestic commercial peper, has specific needs of investors, paper of the paper of th especially for portfolio match domestic funding costs. Inves-tors bave frequently rolled over could appeal to a hroader holdings and there has been spread of investors because

DBS plans purchase

DEVELOPMENT BANK of the four main discount houses, Singapore (DBS) plans to take which were expected to be transfull control of National Discount Company, the island's mary dealers for a new Singalargest discount house, Renter reports from Singapore.

The four main discount houses, which were expected to be transformed to become the main price dealers for a new Singapore dealers for a new Singapore dealers from Singapore.

It will buy a 16.25 per cent slake held hy the rival Overseas Union Bank and a 35 per cent holding from Morgan Guaranty International Finance.

Herit provided the Moretary Authority of Singapore (MAS).

Bankers said they expect the leading Singapore local banks to emerge as the main primary dealers in the hill market No price was given, but DBS said it would be hased on adjusted net tangihle asset

National Discount is one of year

Novo suffers first-half setback

BY HILARY BARNES IN COPENHAGEN

NOVO, the Danish enzymes group, has been hit hard by the weakness of the dollar which has helped push earnings down from DKr 486m to DKr 390m (\$50.4m) before tax for the first half of 1986.

Net income fell from DKr 338m to DKr 254m and earnings per share from DKr 13.32 to DKr 9.95, and full-In May, the MAS said it envisaged the issue of taxable instruments grossing \$37bn (US\$3.24bn) of paper in the first year results are expected to show e decilne.

main products, insulin and enzymes, increased significantly but the unfavourable exchange rate meant that sales were virtually unchanged at DKr 2.12bn.

Turnover in insulin increased by about 7 per cent and volume sales hy S per cent. Novo said it bas now received final epproval to produce "human" insulin hy fermentation (the gene splicing technique) and

Sales volume for both Novo's plans to start production in Denmark in 1987.

> Enzyme sales volume in creased by 7 per cent, but turn-

TRADE FINANCE

How Iktisat captured 10% of the Turkish market



When you're arranging trade finance, every minute counts. A document delayed or a wrong quotation can shrink your client's profits overnight.

So at Iktisat, we move faster to arrange your transaction in the quickest possible time. Our pricing and commission rates are more competitive because our overheads are kept low. This efficiency stems from our continuing programme of development, particularly our staff.

We recruit increasingly high quality people. We demand fluent English from our international bankers to cut out delays in translation and interpreting. We give our branch managers

authority to make their decisions, based on specialised local knowledge.

Communications are speedier, too, with fax machines installed and the start of our on-line, real-time automation programme.

Our 10% share of Turkey's foreign trade finance is just a start. Whenever time is money, you'll find lktisat can put you ahead of the competition.



For a copy of our 1985 Annual Report, please contact Arthur Wilkinson, Assistant General Manager, Ikisat Bankasi, Buyukdere Cad. 165, Esemepe, Istanbul, Turkey, Telephone: 176 5040, Telex: 31077.

Branches at Istanbul (G branches), Aukara, Izmir, Bursa, Adama, Mersin, Gaziantep, Denizh, Iskenderim, Samsun,

over was down by 10 per cent owing to lower prices in the US market as well as the exchange rate factor. Novo said it was able to increase prices in the US in June, however. A new enzyme plant has just gone into operation in Japan.

Leighton returns to black for second half

By Robert Kennedy in Sydney LEIGHTON Holdings, the Australian contractor, has lived up to its promise to return to the black in the second half. But it still turned in a A\$12.71m net loss for the full year to June, and is omitting the dividend. Last time it paid 12 cents. There was a profit of A\$1.5m (US\$923,500) in the second half, a turnaround from the A\$14.2m loss seen et halfway. But the company continued to be plagued by prohlems with Green Holdings of the US and a Queensland dam project. Most other operations were profitable.

Turnover was 34 per cent ahead et A\$1.14bn. The loss for the 12 months excludes ex-traordinary dehits of A\$5.16m. For the whole of 1985-86 there was a profil of A\$13m. Leighton was a profit of Asiam, Leighton said yesterday that the second half had been adversely affected by e further trading loss from Green, which was compounded on translation.

Leighton expects the recent improvement to he sustained, and forecasts a profitable 1986-

Hochtief of West Germany bolds a 42 per cent interest and injected A\$30m into the company when problems became apparent et the end of last year.

Tokyo may ease limit on loans by insurers

By Yoko Shibata in Tokyo THE JAPANESE Ministry of Finance is considering a substantial easing of restrictions on overseas yen-denominated loans by life and non-life insurance companies, possibly by next week, in another step to promote capital outflow and help arrest the yen's deprecia-

help arrest the yen's depreciation.

The Ministry is expected to remove the existing rules which limit the Insurance companies' share to less than 50 per cent for syndicated loans with maturities of longer than 20 years. It may also scrap another rule limiting the half-yearly rise in lending to 10 per cent of the companies' increase in total assets, while the ceiling on an overseas yen loan by a single inusurance company will be lifted to Y5hn from the current Y2.5hn.

Removal of the restrictions on offshore lending is also intended to broaden competition in a market previously dominated by Japanese commercial banks, and to promote sound asset management by the

sound asset management by the insurance companies, which bave been requesting relaxation of the restrictions for more than two years.

Ex-Cell-O rejects **Textron** offer

By Our Financial Staff THE BOARD of Ex-Cell-O, the US aerospace and electronics group, has unanimously rejected the offer from the Textron conglomerate to acquire the company for \$68 a share

But Mr Paul Casey, Ex-Cell-O's president, said that he planned to meet promptly with Mr Beverly Dolan, Textron president, to discuss Textron's interest in the company. Ex-Cell-O also said it was explor ing various alternatives to Tex-tron'e offer, including a combination with another company, a lever-aged buyout, a recapitalisation plan or an acceleration of its restructur-

Sera Lee the big US foods group formerly known as Consolidated Foods, had a flat fourth quarter, with profits of \$61.6m or \$1.12 e share against \$60.2m or \$1.97.

For the year ended June 28, however, profits were up from \$206.3m or \$3.60 a share to \$223.5m or \$4.04 despite a fall in sales from \$8.1bn to \$7.9bn.

Son Hung Kai the Hong Kong financial and trading group in which Merrill Lynch has a 25.5 per cent holding, has lifted both earnings and dividend for the six months to

The performance follows a period of management turbulence in 1985 when Paribas of France returned control of the company to Mr Fung King Hoy, its founder, by selling him back its own 25.5 per cent stake for HK\$227m (US\$29.1m). Within six months, however, Mr Fung had

Leucadia National, the US financial services group, plans to sell its consumer finance operations to Great Western Financial, the savings and loan concern. Terms were not disclosed but Lencadia will record a pre-tax gain of \$80m from

The company said a substantial portion of the gain would be sheltered from federal income taxes by available tax-loss carry-forwards.

UK opens electronic share link with US

BY ALEXANDER NICOLL IN LONDON

THE CLEARING organisations of the New York-based National Secutive US Midwest and London Stock rities Clearing Corporation, with Exchanges yesterday unveiled an electronic link designed to increase holding talks. the efficiency and reduce the cost of buying and selling shares across the Atlantic.

ities for setting transactions in US securities that are available to US brokers domestically.

Existing methods of settling US

cutting indirect costs such as fi-nancing. In the US, brokers positions are settled on a net basis, in contrast to the UK, where each transaction is settled separately.

The two bodies hope by the end of the year to offer US brokers the ability to settle UK stock transactions through the link and to expand it into a full automated bridge between their systems providing clearing, custodial and stock lend-

ing services.
The Chicago-based Midwest Clearing Corporation is the second

The Midwest body, and its companion Midwest Securities Trust Company, bandle all US securities The arrangement will initially op- which are eligible for deposit in the erate only in one direction, provid-ing UK brokers with the same facil-those which are listed on the Midwest Stock Exchange.
Links between the London ex-

change's Talisman system and its Existing methods of settling US overseas counterparts underline deals are notoriously unreliable and the internationalisation of securicostly for London brokers. The link ties markets and stock exchanges attempts to streamline cross-borde could halve the direct costs of deal-ing in US stocks, as well as speed-ing up the process considerably and cutting indirect costs such as fi-French, West German and Japanese clearing systems and is discussing a more extensive link with Japan. The London exchange has also held talks with Euroclear and Cedel, the clearing systems for the

Eurobond market. Mr Michael Baker, director for settlement services at the London exchange, said the new link was part of a plan to enable customers to use Talisman to clear any security which was traded in the European time zone.

So far, only Capel-Cure Myers, largest in the US, handling about the London stockbroker, is hooked one tenth the volume of the largest, up to the pilot programme

Computer unit | Securities firm cuts 500 jobs

By Louise Kehoe

CONVERGENT Technologies, the California microcomputer maker, has cut 500 jobs - more than 20 per cent of its workforce - because of a steep decline in orders from AT&T. At the same time the company has created a subsidiary to accelerate its efforts to enter the turnkey computer system market. In 1985 its sales to AT&T amount-

ed to \$155m, representing 48 per cent of Convergent's total revenues. But sales of AT&T's Unix personal computer, built by Convergent, have been slow.

to raise capital By Robert Gibbons in Montrea

DOMINION SECURITIES Pitfield. Canada'a largest investment dealer. is planning a public equity issue to raise about C\$100m (\$72m) next month, bringing total capital to more than C\$250m. It would give the company twice the capital of its

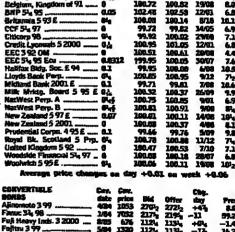
nearest competitor.

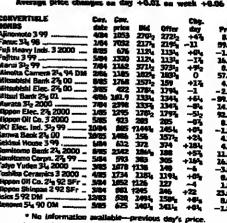
The capital is needed to handle growing underwriting investment banking and brokerage business. The company, based in Toronto, plans to change its name to Dominion Securities at the end of Septem-

FT INTERNATIONAL BOND SERVICE

Listed

								_					
d are the 200	late	st inte	ernati	onal	bonds	for w	hich there is an adequ	-					
				-				C	losin	t pri	ces o	n Au	zust
HLAR				Chai	-						Cha	nge on	
BUTS	broad	100	Offer	day	week	. Vield		reď		Offer	day	week	
Co. 94 16	200				+112	9.39		.00	155		+67		
Richfield 204 00	250	1081	100	+03	+17	9.16		30	1962	97	+84	+05	13.0
La Cont. 11 95	200	116	116		+11	9.17		2	100	100%			
ia Com, 114 00	. 200	115%		+02	+11	8.29		40	177	771		+02	
ital 114 92	150	110	110	+622	. +372	8.64		75	197	1001	. +64 +81 ₂		
ell Somo 101-95	280	1227		+03	+11.	8.52		75	1953		+81		
996	3000	1072	105	+04	+14	7.81			1107	1871			
111-2 AC	,SUU	3134	1134	+61	+174	7.09		75	1967	957			
an Par. 104 93	180	1083	109%	+0	+14	8.81 7.90		75	1991	308	+61		
E 104 91	200	105		+64	+1 +0%	7,07		75	1105	1831	-010	+04	9.1
D'Equip. 73 91	100	11011		+03	+01-	6.89	Coca-Cola F. C. 17 90 NS	75	1962		-04		
Lyonnais 991	200	2043	1057	+01	+8%	7.63 7.90	Denmurk 1712 89 NS		4100	1001		+612	
National 94 99	350	105 k	7064	+01	+17	7.90	Unitever Cap. 1712 89 NS	50	1201	1021			
rk Kingdom 74 99		99%		+84	$+\nu_{e}$	7.81		40	11054				
rk Kingdom 84 91	30¢	1021	103 1165	+81	+1	7.55		20	11064				
rk Kgdm. 1112 92	290	1164 1034	103	+83	+114	7.78		62	1106	1061			
292	100	1027	103%	+0	+112	7.78 .		.00	†197 1924	3.07°2		+612	
91	350	305	10512	+672	+31	7.20		50 50	12031				
290	350	1064	1064	+01	+07	7.65		75					
<u> 4</u> 94		111	111/2	+01	+65	8.30		Ś	1103	1031			
95	260	1234	124	+04	+2	. 8.02		5	11022		+0%	+1	203
104,92	150	1111	112 ¹ 4	+81	+1	7.72		40	3023	1027	+0"		10.
Dev. Con. 10 90 p. Strs. 101 95	100	1114	1111	484	+15	8.25		20	1825				
otor Cred. 1012 91	250	109%	2101-	+03,	+212	1.07	Imp. Chem. Inds. 10 03 £ 1	00	199	9912			
otor Cred. 114 90		21Œ2	111	+85	+17	7.73		75	101	1017	+0%	+84	18.4
ec. Cred. 10'4 00	200	207	307½	+61 ₂ +01 ₄ +61 ₄	+1	7.23 7.98		60		97%		+01	
104 B9	200	2072		+04	+67	7.23		54	100	1003		+84	20.4
812 93	200 200	1023	102%	+43-	+112	7.75		40	1023		+6%	10/4	9.9
3 95	150	1153	116	+67	+112	7.99		75	98	7312	+04	+64	10.4
Lynch 84, 91	100	2035	10Te	74.	+01	7.80		50	TOUR.		+0%	+63	10.4
piand 73, 90	100	100%	1904	+8%	+1	7.58		60	1014 1014		+04	+0%	10.3
alend 84 93	150	1017	1014	+472	+11	7.93		56	2014		-04	+0*	20.5
ler. 73, 93	200	97	77-2	-04	+24	7.91			1094		+0%	484	9.4
k Gamb. 'A' 97, 92 htty Secs. 121, 95	150	196%	3074 1174	+04		9,05			12057		0	-64	7.5
Airways 10% 95	140	112%	112%	+012	+11 ₂ +11 ₂	8.31	CoE 8% 95 LFr 4	80	110512		ŏ	+0%	7.
and Govt. 104 95	100	110%	11114	+632	+14	9.48					•		•••
Puring 114 93	750	1134	监	+0%	+1/2	9.40	FLOATING RATE						
ania 91 ₃ 91	125	1053	105%	+01	+67	7.94					Otter	C.Ate	C.cpr
hewan 104 92		1131	1135	+05	+1/2	7.68	Altlance & Leic. Bldg. £ 94 @	•		76	99.51	26/10	10.8
zvia Air. 101 ₉ 95 k. S. Aust. 91 ₄ 93	150 200	1107	11114	+05	+24	8.34 8.56	Bank of Montreal 98		700		100.65	23/01	54
10 90	176	1973	1004	+04	+0.	7,60	Barciays Bank Perp. 1 9		100		100.57	2/01	7.0
s Trsy. 13 4 90		iii	1124	+0%	+14	7.84	Barclays Bank Perp. 2 4		100 190		100.55	14/06	Bly
xp. Cred. 10 92	190	3391	1114	+0%		7.57	Belgium, Kingdom of 91 0		102		102.58	12/03	6.8
84 %	200	1051,	106	+43-	+11	7.86	Britannia 5 93 £	_	100		100.14	8/18	10.1
104 92	250	3124	1124	+02	+24	7.45	CCC SL 07	•		72	99.82	34/05	6.9
Kodra. 107, 90	200 100	1117	1113	+0%	+14	7.22	CCF 54 97 8				100.02	27/60	7.3
Motor Cred. 2 89	100	107	11712	+014	+1	8.73 7.39	Credit Lyonauts 5 2000 0	Á	200		101.05	12/01	6.8
n Rep. 115 92	150	1343	114%	+812	+14	227	EEC 392 0M				100.61	20/08	4.4
mik 814 2016	150	95%	963	+05-	+24	8.58	EEC 392 04 0	631	2 199	.95	100.05	30/07	7.6
lank 94 2016	300 300	1937	1047	+05	+14	8.94	Halifax Bidg, Soc. £ 94 Q	1	99		300.00	4/88	10.5
ank 94 2016	300	1065	1974	+0%	+2	9.06	Lloyds Bank Perp 6	•	100	45	100.95	9/12	72





Securities

to raise c

EVICE

German stores switch sales tack sales, ending a summer of unusually sharp price cuts as the stores hid to lure in the customers and empty out their

herald a dramatic recovery for the hard-pressed retailers. the hard-pressed retailers, fuelled by lower inflation and interest rates coupled with a government tax-cut boost to consumer spending, the first half did not live up to expecta-

Yet the retailing sector—after quite e few uncomfortable years and still in a difficult process of adjustment to changing consumer tastes—is nonetheless hoping 1986 will bring the recovery it has been waiting for.

By the end of May, turnover overall in the retail trade had climbed in real terms by some 3.8 per cent from the same point a year earlier, indicating the start, the Government says, of an upturn in consumer spend-

But even if the upturn in consumer demand reaches the expected 5 per cent for the whole of this year, its impact will be felt differently within the retail trade.

There have been important longer-term shifts in the pattern of demand in West Germany in tha last two decades—with strong indications of market saturation in consumer goods, and a move towards services,

WEST GERMANY'S depart-ment stores have run down the shutters on their mid-year stores overall is dropping as a percentage of both personal consumption and disposable If any group of retailers has

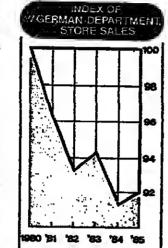
INTL. COMPANIES and FINANCE

David Brown on the Federal Republic's changing retailing patterns

benefited from this develop-ment, it is the upmarket and specialist outlets, especially those like Hussel which com-bine boldings in both speciality retail and discounting chains. For example, between 1982 and 1985, epparel and sporting goods sales climbed by 52 per cent. But during the same period, the department stores registered a sharp decline in turnover real terms. In recent months, this trend has slowed and now reversed, but only slightly.

The higgest department store group, including Karstadt, Kaufhof and Horten, have been struggling, some say too slowly, to adjust to this changing home to adjust to this changing home market. Between 1981 and 1985 their share of the overall German retail market shrank from 10 per cent to 6 per cent. Karstadt, in which Dresdner Bank and Commerzbank each Bank and Commerzbank each bave a 25 per cent shareholding, is the largest of the three. While it once found that "everything under one roof" was e profitable way of doing business, last year sales of some DM 12.01bn (\$5.8bn) produced earnings of only DM \$7.1m.

Looking et its slipping market share in the mid-1970s, Karstadt undertook a diversifica-



travel business, mail order, catering, and optometry. These now account for ebout 25 per cent of total sales.

But these moves had mixed success, possibly due to a poor choice of acquisitions, and Karstadt says the first steps in yet another three-yesr restructuring programme will cost a further DM 50m in extraordinery costs this year. nery costs this year.
This time, the company hopes

to get it right: adjusting to the changing habits and tastes of shoppers by, for example, hunching merehandise into more individualistic shops dealing in photography, sports clothes and such. tion which brought it into the

The group's NUR travel subsidiary, which has been a prob-lem since its acquisition in 1978, also faces further pruning following the German cartel office's decision late last year to reject its application to merge with ITS, e competitor owned by the Kaufhof group.

Still, sales in the first half climbed by 3 per cent to DM 4.2bn, and Mr Walter Deuss, the managing director, seems confident the group can turn in an "improved" result for the full year despite the extraordinary costs and a still-languishing mail order husiness.

Horten, now part of the BAT group of the UK, continues to produce losses, but has disposed of one important loss-making subsidiary and is in the process of selling another as part of a "final streamlining."

It, too, has attempted to create a speciality store image, by, for example, adding fashion boutiques and computer shops. Turnover in the first five months of this year climbed over 20 per cent to DM 1.3bn and "a good result" is forecast by the man-agement for 1986-87 as a whole. Kauhof also appears to have

achieved some success in its sumer demand by boosting its services sector, and expanding its specialist subsidiaries such as McFash and Saturn.

Sales rose by 7.3 per cent in the first four months this year to DM 2.86bn, with department stores accounting for only 60 per ceot of the total.

Keppel cuts

By Our Financial Staff

losses sharply in first half

KEPPEL, the Singapore statereduced net losses in the half-year to June as the benefits of e restructuring took hold, and

expects "further improved results" for the second half

which should allow it to break even for the year.

The net deficit came down to \$\$4.24m (US\$1.96m) from \$\$27.02m on reduced turnover

of S\$257,82m compared with S\$300.86m. A dividend has not

Keppel slid into loss in 1984

attributed largely to its acquisi-tion of control at Straits Steam-ship—which yesterday reported a return to S\$im net profits for its first half, against losses of

In contrast to Reppel turn-over at the quoted subsidiary edged up to S\$91.34m from S\$90.56m.

Far East Levingston Ship-

huilding, a third arm of tha Keppel group, edged net earn-ings 2.5 per cent higher at

Mr Sim Kee Boon, the chair-man, said financial costs had been reduced from \$\$30m to \$\$21m as e result of lower in-

terest rates, reduced borrow-ings, and asset sales.

back into black

BENGUET CORPORATION, e leading copper and gold producer in the Philippines, returned to the black for the first half to June, reporting net eernings of 72.7m pesos (\$3.57m) against year-earlier net losses restated at 38.3m

The sharp sturnround, how-ever, largely reflected extra-ordinary items relating to par-tial deferred income taxes and

tial deferred income taxes and deferred foreign exchange obligations. These brought a 25.7m peso gain for the latest six months, compared with e debot of 77.2m pesos which the previous year was responsible for the attributable loss.

Revenues increased from 1.61bn pesos to just on the 2bn peso mark.

peso mark.
For the second quarter alone

—when revenues reached 1.04bn pesos against 888.1m pesos—net profits were 37.5m pesos, up from earnings of 4.5m pesos. The earnings included extraordinary gains of 1.6m pesos for the 1986 quarter against losses of 1.6m pesos for the 1986 quarter against losses.

of 16.4m pesos.

The restatement of 1985 results is to allow for accounting changes.

Jardine in control

MR SIMON KESWICK, chairman of Hong Kong's Jardine

Matheson, has reiterated plans to retain its controlling 35 per cent interest in Hongkong Land

as a strategic long-term invest-ment, Reuter reports from Hong Kong.

Mr Keswick, who also heads

Hongkong Land added that Jardine, which wants Land to spin off its Dairy Farm foods sub-

sidiary, may also support a simi-lar move for its Mandarin Oriental Hotel unit.

Growth at Daewoo

DAEWOO Corporation, the trading and construction arm of South Korea's Daewoo

group, boosted earnings 26.2

per cent in the first balf of this year to 9.9bo won (\$11.19m) as sales increased 23

per cent to 1.991hn won, AP-DJ

reports from Seoul.

Special items push Benguet

By Our Financial Staff BENGUET CORPORATION, e

\$\$33.17m from \$\$57.09m. In issuing the hreak-even forecast for the Keppel group,

NOTICE OF REDEMPTION

PHILLIPS PETROLEUM INTERNATIONAL FINANCE N.V.

U.S. \$200,000,000 14% Guaranteed Notes

Due May 1, 1989

NOYICE IS HEREBY GIVEN that, pursuant to paragraph 5(a) of the Terms and Conditions of the Notes described above (the "Notes"), and paragraph 6 of the Fiscal and Paying Agency Agreement dated as of May 1, 1982, Phillips Petroleum, International Finance N.V. has elected to and shall redeem on September 9, 1986 (the "Redemption Date") all outstanding Notes at a redemption price of 101½ of the principal amount thereof (the "Redemption Price"), together with accrued interest to the Redemption Date.

The Notes shall become due and payable on the Redempdon Date at the Redempdon Price, plus accrued interest, which shall be paid upon presentation and surrender of Notes together with all appurtenant interest coupons maturing subsequent to the Redemption Date. Payment will be made in U.S. Dollars, subject to applicable laws and reguladons, at the paying agents listed below which are the main offices of Morgan Guaranty Trust Company, the Fiscal and Paying Agent, in the Cities of New York, London, Brussels, Frankfurt and Paris; the main office of Swiss Bank Corporation in Basle and the main office of Kredietbank S.A. Luxembourgeoise in Luxembourge.

Payments at the office of any paying agent outside of the United States will be made by check drawn on a United States dollar account, or by transfer to a dollar account maintained by the Note holders, with a bank in the City of New York. Any payment made by transfer to an account maintained by the payee with a bank in the United States may be subject in reporting in the United States Internal Revenue Service (IRS) and to backup withholding at a rate of twonty (20%) if payees not recognised as exempt recipients fail to provide the paying agent with an executed IRS Form W-8, certifying under penalties of perjury that the payee is not a United States person or an executed IRS form W-9, certifying under penalties of perjury this payee's taxpayer identification number (employer identification number or social security number, as appropriate). Those holders who are required to provide their correct taxpayer identification number on Internal Revenue Service Form W-8 and who fail to do so may also be subject to a penalty of fifty dollars (\$50). Form W-9 and who fall to do so may also be subject to a penalty of fifty dollars (\$50).

Please, therefore, provide the appropriate certification when presenting your securities for

The Notes m be redeemed will no longer be outstanding on and after the Redemption Date, interest on the Notes will cease m accrue from and after the Redemption Date, the coupons for such interest shall be vold, and the sole right of a Note holder shall be to receive the Redemption Price plus interest accrued on such Note m the Redemption Date.

PAYING AGENTS

Morgan Guaranty Yrust Company of New York 30 West Broadway New York, New York 10015 U.S.A.

Norgan Guaranty Trust Company of New York Morgan House, I Angal Court London ECZR 7AE

Krediecbank S.A. Luxembourgeoise
43, Boulevard Royal
Boite Postale 1108 Swiss Bank Corporation

Norgan Guaranty Yrust Company of New York Avenun des Arts, 3S 1040 Brussels

Morgan Guaranty Trust Company of New York Meinzer Landstrasse 46 6000 Frankfurt am Main

Morgan Guaranty Trust Company of New York 14 Place Vendomo Paris 75001

Federal Republic of Germany · PHILLIPS PETROLEUM INTERNATIONAL FINANCE N.Y. By: Norgan Guaranty Yrust Company of New York, Fiscal and Paying Agent

Dated: August 8, 1966

NOTICE OF REDEMPTION

WALT DISNEY PRODUCTIONS INTERNATIONAL FINANCE N.V.

12½ per cent. Guaranteed Notes Due 1989

Notice is hereby given that, pursuant to the provisions of the Fiscal and Paying Agency Agraement dated so of September 15, 1982 among Walt Dianey Productions International Finenca N.V., Walt Dianey Productions, as Guerantor, and Bank of America International S.A., Luxembourg, as Fiscal and Paying Agent, all of the above Gueranteed Notes, constituting US\$75,000,000 in principal amount, will be redeemed and prapaid on september 15, 198 at 1 101 per cent of the principal emount thereof together with accrued interest thereon to seid redemotion date.

Interest on said Guaranteed Notes shall cease to accrue on the redemption date and on said date the redemption price will become due and payable on each of said Gueranteed Notes.

Payment of Guarantsed Notes will be made upon presentation end surrender thereof, together with all coupons, if any, eppurtenent thereto maturing subsequent to the radamption date, at the office of Benk of America Internetional S.A., 35, Boulevard Royal, Luxembourg, or at the option of the holder, at BenkAmarica International 37-41 Broad Street, P.O. Box 486, Church Street Station, New York, New York 10004, U.S.A., or Bank of America N.T. and S.A., 26 Cannon Street, London EC4P 4HN, Englend, nr Bank of America N.T. and S.A., 43-47 Avenua da la Grande Armee, 75116 Peris, France, or Bank of America N.Y. end S.A., 34 Van Eyeldel, B 2000 Antwerp 1, Belgium, or Swiss Bank Corporation, Gertenstrasse 9, CH-4002 Basia, Switzerlend, or Bank of Amarica N.T. and S.A., Meinzer Landstrassa 46, 6000 Frankfurt/Main, Garmany, or Bank of Amarica N.T. and S.A., Bleicherweg 15, P.O. Box 5230, CH, Zurich, Switzerland.

Withholding of 20 per cent. of gross redamption proceeds of any payment made within tha United States is required under United States federal Incoma tax law unless tha United States paying agant hae the correct tax payer identification number (social security number or employer identification number) or en exemption certificate of the payer.

> Walt Disney Productions International Finance N.V. By Bank of America International S.A., Luxembourg, Fiscal and Paying Agent

Dated August 15, 1986

These securities have been sold outside the United States of America and Japan. This announce oppears as a matter of record only

NEW ISSUE

14th August, 1986

هندگر برواند و از رواند و این از این این این این این این در این این در

TEC ELECTRONICS CORPORATION

U.S.\$50,000,000

2½ per cent. Guaranteed Bonds due 1991

with

Warrants

to subscribe for shares of common stock of TEC Electronics Corporation

Payments of principal and interest on the Bonds being unconditionally and irrevocably guaranteed by

The Tokai Bank, Limited

Issue Price 1001/4 per cent.

Nomura International Limited

Mitsui Finance International Limited

The Nikko Securities Co., (Europe) Ltd.

Banca della Svizzera Italiana **Banque Paribas Capital Markets Limited** Crédit Lyonnais

Mitsul Trust International Limited J. Henry Schroder Wagg & Co. Limited **Tokai International Limited**

Bankers Trust International Limited Commerzbank Aktiengesellschaft Daiwa Europe Limited

Sanyo International Limited Wako International (Europe) Limited

Westpac Banking Corporation

This announcement appears as a matter of record only.

The Alexander Proudfoot Worldwide Family of Companies

is pleased to announce that it has consolidated the ownership of its affiliated companies into

Alexander Proudfoot Company Worldwide Holdings, L.P.

The undersigned acted as advisors to The Alexander Proudfoot Worldwide Family of Companies in this restructuring:

CAHILL GORDON & REINDEL BAKER & McKENZIE HOULIHAN, LOKEY, HOWARD & ZUKIN, INC. KMG MAIN HURDMAN



The Australian Industry Development Corporation
(A statutory corporation, wholly owned and guaranteed by the Commonwealth of Australia)

> U.S.\$100,000,000 11% PER CENT. NOTES DUE 1990

NOTICE IS HEREBY GIVEN that, pursuant to Condition 6(b) of NOTICE IS HEREBY GIVEN that, pursuant to Condition 6(b) of the Notes, Chibank, N.A. as Fiscal Agent, has selected by the for redemption on September 2, 1986 US\$14,000,000 principal amount of said Notes at the redemption price of 101% of the principal amount thereof, together with accrued interest from February 28, 1986 to September 2, 1986 (184 days). The value of each Note is US\$5,050 plus interest of US\$303.47 total US\$5,353.47. Outstanding Bonds bearing serial numbers ending in any of the following two digits have been selected by lot for redemption: 01 06 08 28 33 43 45 50 57 69 71 89 95 96.

Payment will be made upon surrender of Notes together with all coupons maturing after the date fixed for redemption, at the offices of the Paying Agents as shown on the Notes. On and after September 1986 interest on the Notes will cease to across and unmatured coupons will become void.
 Outstanding after September 2, 1986 US\$17,000,000.

August 15, 1986 By Chibank, N.A. (CSSI Dept.) London Fiscal Agent

CITIBANG

GRANVILLE

Granville & Co. Limited 8 Lovet Lone London EC3R SEP

Price Change div. (p) % Actual taxed Company

US recovery lifts Royal to £87m

composite a £105.2m turnaround to profits of £87.4m pre-tax in the first half of 1986 mainly reflecting a continued recovery in North America.

Group underwriting losses were halved from £218.7m to £109.5m, largely due to a £78.7m reduction to £50m in

However there was unfavourable market reaction to the able market reaction to the result, which was accompanied by a 14 per cent lift to 10.5p in the interim dividend, with the shares initially losing 12p before closing at 824p, down to 7p. Analysts had been looking for profits around the £94m mark.

First half earnings per share were 30p against losses of 6.3p.
The second quarter produced a £58m profit, virtually double

building company, C. H. Beazer

of Bath, has bought part of food distributor Christian Salvesen's

house-building operations, the Doncaster - hased Whelmar (Yorkshire) for £12.6m.

Yorkshire is the first of five regional housebuilding opera-tions within Salvesen's propor-ties division to be sold following its decision to withdraw from

Salvesen announced last month that it wanted to sell its entire househuilding operation

for about £50m to concentrate on its warehousing and cold

Hambro Countrywide was

formed by the merger of Bair-stow Eves and Mann and Co in

The full group completed sales on over 23,400 homes, compared with under 16,000 in

the first half of 1985 and mort-

BY JOAN GRAY, CONSTRUCTION CORRESPONDENT

property market has helped £25.1m, a 49 per cent increase Hambro Countrywide, the on the comparable period last

pro-forma pre-tax profits for the six months to end June of 56.17m—up 83 per cent over the same period of 1985.

Also announced were full year figures for Mann and Co. showing pre-tax profits of £4.32m.

March 1985.

BRITAIN'S fastest- expending storage activities.

\$33m pre-tax in the first half, against a loss of £43.7m, while Canada turned round Irom losses of £9.3m to profits of

All operating companies achieved better insurance results to produce a worldwide general insurance profit of £24.8m, compared with a loss of £81.4m, after including allo-

Christian Salvesen had been

disappointed with the "helow average" performance of its building division. The five regional operations together made a pre-tax profit last year

of just less than £5m on turn-over of about £80m and in the year ended March 31 Yorkshire made an operating profit of approximately £1.9m from a

A final dividend of 3p net will be paid, making a total of 4.6p for the full year, compared with the 3.5p which was forecast when Mann was floated in

The purchase of Furlones.

turnover of £14.8m.

Beazer moves into Yorkshire for £13m

The consideration will be payable in cash to be raised by a vendor placing of £5.91m new Beazer ordinary shares of 10p each which will be applied the consideration will be applied to the consideration will be applied to the consideration will be payable and to reduce costs by dovetailing with our existing

Expanding Hambro Countrywide tops £6m

THE BOOMING residential value of £200m. Turnover was each. Also announced was the Around 20 per cent of clients property market has helped £25.1m, a 49 per cent increase acquisition of Ball and Percival, now buy some sort of financial with six offices in Lancashire, product along with the comparable period last with six offices in Lancashire, product along with the comparable period last with six offices in Lancashire, product along with the comparable period last with six offices in Lancashire, product along with the comparable period last with six offices in Lancashire, product along with the comparable period last with six offices in Lancashire, product along with the comparable period last with six offices in Lancashire, product along with the comparable period last with six offices in Lancashire, product along with the comparable period last with six offices in Lancashire, product along with the comparable period last with six offices in Lancashire, product along with the comparable period last with six offices in Lancashire, product along with the comparable period last with six offices in Lancashire, product along with the comparable period last with six offices in Lancashire, product along with the comparable period last with six offices in Lancashire, product along with the comparable period last with six offices in Lancashire, product along with the comparable period last with six offices in Lancashire, product along with the comparable period last with six offices in Lancashire, product along with the comparable period last with the comparable period last with six offices in Lancashire, product along with the comparable period last with the comparable per

Britain's the £29.4m attained in the first help maintain a better market insurer. three months. Royal's US operations earned have just come through."

33m ore-tax in the first half, In particular, he said that the much lower level of interest rates and fortboming tax changes would call for bigger profits to be earned "if bottom

line revenues are to be main-

In the UK first half taxable profits almost doubled from £12.8m to £23.9m. Despite £40m of weather losses, up from £37m last year, the position, said Mr Horsford, was not the taxable forces. unsatisfactory except in the motor caccount where both frequency and average claims costs were worse than expected.

Beazer decided to buy only the Yorkshire division as this

fills a gap in its own operatons.

The company is planning to expand its new acquisition's output from its present level of 350 houses a year by taking advantage of its "substantial"

land bank, said Beazer's invest-

ment director Mr Matthew

with six offices in Lancashire, for film, phased over three years. Hambro Countrywide now has 389 offices.

The financial year for Mann &

The mancial year for mann & Co has been changed and the next report for the group will be for the full year to December 31, 1988.

It would be astonishing if an

estate agency chain did not show surging profits at a time of a residential property boom. What adds spice to the pros-pects for Hambro Countrywide

• comment

the south-eastern estate agency with 21 branches, has now been completed through the vendor placing of 460,000 Hambro financial services down a client fairly recountrywide shares at 330p list with good credit ratings.

Mr Horsford added that with trading conditions for all "Good progress continued to be made in Canada and the prognosis there is becoming more favourable. For the 14 per our major operating companies in reasonably good shape, the profit outlook for the remaioder cent of our direct non-life busi-ness in the rest of the world

initially to reduce Salvesen's housebuilding activities," he borrowings. Net value of Yorkshire assets at March 31 was around £10m.

housebuilding activities," he added.

Beazer is already near the top of the leave of Britain's

are the opportunities for selling 295p on a p/e of 17, which financial services down a client fairly reflects the growth

of the year is quite promising."

the outcome was adversely affected by losses in Europe and

New Zealand but some improve

ment is expected in the second

half. More favourable cooditions in the major reinsurance mar-kets continue to underpin Royal

Re's own remedial measures,"

The half year saw further expansion by Royal Life Holdings in the financial services field, while the new business development of Royal Heritage

Life "is so strong that we are

retaining revenue profits within

the company to support the new business."

Beazer is already near the top of the league of Britain's higgest house-builders. It had an output of 5,000 houses in 1985-36 and plans to increase this to 6,000 in 1986-87.

One problem for Salvenesen's house-huilding division was that it did not have a prsence in the

highly profitable south east of England, where Beazer is

already heavily represented.

Chairman Mr Brian Beazer's next major acquisition, will, he

hopes, be a building materials

the group target is 30 per cent penetration, if that can be achieved, and the new acquisi-tions kick in their expected

growth, then the group's profits

growth, then the group's profits should grow, whether or not the property boom continues. With close on 400 branches, Hambro Countrywide has no need to pay the kind of fancy prices commanded by most estate agents these days and can afford to open branches nf its own at a much lower cost. For the full year, profits of £13.5m would put the shares at £95p on a p/e of 17, which

1985/6

1,291.6

112.8

31.8

24.5

Further changes planned for Peek Hldgs

By Charles Batchelor FOR THE second time in 18 months Peek Holdings, a small, loss-making grain and animal foods group, has become the focus for a Nanth African businessman's amhltions to develop a LK busi-

ness empire.
Mr Kenneth Mand, a 42year-old South Africa entrepreneur yesterday announced plans to acquire control of Peck, which in effect is a "shell," he means of a capital reconstruction of the com-

Mr Mand recently resigned Africa's largest electronics and electrical equipment groop, sold his shareholding in the company and moved to Britain

in the company and moved to Britain.

Mr Mand said: "I want to develop Peek as an industrial holding company supplying middle-tech products in fields such as pneumatics, by-draulics and electronics. Initially we would go for distribution rather than manufacture."

Peek's previous encounter with a South African businessman was in early 1985 when Mr Hugo Elermann and his British partner, Mr Julian Askin, used Peek to launch a reverse takeover hid for Energy Services & Electronies, an electronic rental

tronics, an electronic rental and maintenance group.

The two men planned to inject £6m into Peek and become foint chief executives if the bid succeeded. It failed, however, hy the narrowest of margins in blay 1985 after a spirited defence by ESE.

Mr Maod said Mr Biermann and Mr Askin bad drawn his attention to Peck and intro-duced him to its bankers,

The capital reconstruction would take the form of the subscription of 50m shares at snogription of som shares at 3p each hy Javelin, a specially - created company controlled by Mr Mand's lamily trusts, to raise fl.4m, net of expenses.

After the completion of the

subscription Javelin would own 30m Peek shares of 50.8 per cent, with the remaining 20m shares being placed with institutions and other

The existing ordinary share capital of Peek would be subdivided with each 'p share becoming one new ordinary op share and one deferred shares would have no right to income and would not be listed so shareholders would be asked to approve a capital to approve a capital

reduction to cancel them.

Peek's directors are backing
this proposal with their 5.2
per cent bolding while other
shareholders owning 36.2 per cent have indicated they will vote in favour at a special meeting called for September 12.

Peek earlier reported a pre-tax loss of £596,577 in 1985, compared with a pravious profit of £7,600. It had not current liabilities of £722,663 at the last year end. Its shares were suspended yesterday at 19p to value the company at £1.72m.

Viewplan talks off: shares down by 21p

By Affice Rawsthorn Shares in Viewplan, the USM-quoted broadcast equipment hire company, fell by 21p to 53p yesterday on the amouncement that its take-over talks had been terminated.

minated.
In early August, little more than a week after unveiling a sharp fall in pre-tax profits, Vlewplan aunounced that it had begun discussions with an unnamed company—which was thought to come form the was thought to come from the same sector—with a view to being taken over in an agreed

The discussions ended yesterday, by mutual agreement, because, according to Viewplan's chairman. Mr Stephen Lakin: "It was felt that this was not a good time lor us to be taken over."

Mr Lakin stressed that Viewplan had staged a recovery since the end of its last financial year. "Our problems in the second half of last year were caused by extraordinary circumstances. The discussions ended extraordinary circumstance

Manchester Ship

The takeover battle for Manchester Ship Canal flared up again yesterday when Gresham House, the invest-ment trust which, with associates, holds \$4 per cent of MSCC's ordinary shares, said it would not be accepting the "derisory" £37m bid from Highams, the industrial

textiles group.
Highams has declared its Highams has declared its bid unconditional since it holds over 50 per cent of the equity, but it only holds about 30 per cent of the votes. It too intends to split its holding to increase its voting power.

> LADBROKE INDEX 1,273-1,278 (+6) Based on FT Index

BBA doubles profits and makes £69m rights issue

BY PHILIP COGGAN

BBA Group, the fast-growing friction materials and conveyor belt company, yesterday an-nounced a £68.7m rights issue showing a 107 per cent increase in the pre-tax profits.

However, the 1936 figures include a three-and-a-half month contribution from recent acquisition Automotive Products, as well as first time results from other acquisitions. Proceeds from the rights

Proceeds from the rights issue will be used to repay BBA's borrowings, which after the AP acquisition reached £113.2m, a gearing level of 82 per cent. That level should fall below 30 per cent after the

The one-for-four issue is priced at 190p per share, a 17.4 per cent discount to Wednesday's closing price. Yesterday, the shares closed down 17p at 213p.

Pre-tax profits for the six months to June 30 were £12.4m, compared with £6.0m in the first half of 1985. There were exceptional costs of £1.5m, relating in rationalization to the first half. first half of 1985. There were exceptional costs of £1.5m, relating in rationalisation measures, in particular at Mintex Don. With the help of a cut in the tax charge from 47.2 panles and £107.6m from the

Group 200

UK. Automotive and engineering activities now account for 84.7 per cent of total sales with conveyor belting and industrial textiles making up the balance. The chairman, Dr. John White, reported good results from the West German subsidiary, Textar, and from the US belting interests, following the acquisition of Univoyal's rubber belting husiness on last October. However, in the UK. demand for automotive replacement parts was particularly ment parts was particularly weak and this resulted in lower UK profits than expected.

Profits from AP were slightly profits from AP were slightly up over the corresponding period last year and Dr White said he was "cattemely pleased" with the acquisition. However, he added that "the benefits from the acquisition in Australia and the rationalisation herefits designed the said of the s

Australia and the rationalisation benefits deriving from the acquisation are expected to appear later this year with the full effects appearing in 1987." The interim dividend of 1.0p per cent, will be paid on November 13, two months earlier than normal. From now on the final dividend will be paid in May rather than July.

See Lex

Management buy-out for Phicom's data division

BY CHARLES BATCHELOR

Phicom, the loss-making elecfronics group, plans to sell the second of its three divisions in a move which would reduce the company to less than a third of its present size in terms of sales. It last month announced talks were under way to dispose nf

one of its husiness areas.

Phicom yesterday said that it had reached agreement on a management buy-out worth a total of firm for its data communications division. Talks are continuing meanwhile with BICC, the cables and construc-tion group, for the sale of Phicom's electronic enclosures division, which makes cases, racks and consoles for electronic

equipment.
These two sales would leave These two sales would leave pany Phicom with its life sciences Tren, division, which makes equipment for preparing and analysing medical samples. This division contributed £950,000 of operating profit and £13m worth of sales to the group totals of £2.8m and £45.5m in .1985. In the first half of the current year however Phicom moved into a however Phicom moved into a

As a result of these planned disposals Magnum Corporation Berhad, the Malaysian group which owns 61 per cent of Phicom's shares, has dropped previous plans which could have led to it selling its bolding. It has now decided in principle not to pull out.

Mr Denis Sewell, finance director, said Phicom began valuing its husinesses when the possible Magnum share sale was considered. This led to the management of Trend Communications, its data communications division, offering to buy

tions division, offering to buy their company.
Providing shareholders agree
Phicom will sell Trend to
Surdidit, a newly-formed com-

pany controlled by several Trend directors, for £5.9m cash, including loan repayments, while Surdidit will take nn Trend's £1.12m bank overdraft. The sale price is £480,000 higher than Trend's book value. Trend made a pre-tax profit of £1.8m on sales of £19m last

Phicom's shares were um-

Appleyard first half rise

Motor dealing and finance concern Appleyard Group pushed up its pre-tax profit from £858,000 fn £1.15m in the half year ended June 30 1986, and increase in interest to £578 000 £552 0000 is looking for a "most encourag-ing" full year result.

August car deliveries are again at a high level.

Despite continued highly competitive trading conditions, be motor company again improved its performance in the number of units sold and in

nargins. The jointly owned inance company expanded its outract hire and leasing fleet, its contribution fell to £217,000 (£254,000). A recovery is expected in the second half. .:... In the dair year

an increase in interest to £629,000 (£581,000).

After tax £100,000 (£177,000) earnings came out at 13p (8.4p) per share. The interim dividend is raised to 1.75p (1.5p). On developments the directors said in Leeds the newly segregated and endarged premises for Jaguar, Daimler, Rolls-Royce, Bentley and Range Rover, opened in May.

A new chief executive, Mr Michael Williamson, joins the company next week. The previous managing director left at After tax £100,000 (£177,000)

Gnome Photo profits fall to £384,000

1986 Gname Photographic Products only maintained its turn-over, at £1.98m, and operating profit felt from £257,000 to £204,000.

But other income of £180,000 all stell

HE SOU

(£157,000) offset that somewhat, and gave a pre-tax profit of £384,000 (£414,000). Other income comprised interest and dividends received

interest and dividends received £108,000 (£100,000) and profit on sale of quoted investments £72,000 (£57,000). After tax £140,000 (£163,000) the attribution profit came to £244,000 (£251,000) for earnings of 9.7p (£9.99p). The dividend is held at 6.5p net per share.

Foreign & Colonial

Foreign & Colonial Invest-ment Trust earned higher attributable revenue of £5,48m, against £4.34m, over the first six months of 1996.

Earnings per ahare were 1.03p (0.82p). The interim dividend is 0.53p (0.45p), and the board said it intended to pay a final dividend of at least 1.03p (0.93p).

Net asset value per 25p share the board of the intended to pay a final dividend of at least 1.03p (0.93p).

at the end of the interim period stood at 122.3p compared with sap a year previous

ngram

Harold Ingram, maker of knitted gaments, yesterday reported slightly lower pre-tax profits of £323,774, against £327,131, for the year to end-April 1986.

Both turnover and operating

profits increased—to £5.26m (£4.43m) and £363,827 (£319,152) respectively—but there was a £48,000 swing to net interest payable of £40,053.

Despite the absence of cover after extraordinary charges of £284,034, the dividend total is being increased to 3p (2.5p) through a final of 1.75p (1.5p). Earnings—pre-extraordinaries were 5.7p (7.7p) per share. profits increased—to £5.26m (£4.43m) and £363,827

NOTICE OF EARLY REDEMPTION



BTR pic

(Incorporated with limited liability in England under the Companies Acts 1862-93) U.S.\$150,000,000

5 per cent. Convertible Subordinated Bonds due 1995 (the "Dollar Bonds")

Notice is hereby given in accordance with Condition 5(B) of the Dollar Bonds that BTR plc (the "Company") wishes to redeem all of the Dollar Bonds on 30th September, 1996 (the "Redemption Date") at a price of 104 per cent. of their principal amount (the "Redemption

The average of the middle market quotations of an Ordinary Share of 25p in BTR ptc as shown by the Daily Official List of The Stock Exchange in London for the dealing days within the 30 day period ended 5th August, 1986 was 303p. The average Conversion Price in effect or deemed to be in effect on each such dealing day was 260p.

In accordance with Condition 4(A) of the Dollar Bonds the right of conversion of any Dollar Bond into Ordinary Shares of 25p each in BTR pic shall terminate at the end of the eighth day prior to the Redemption Date, such eighth day falling on 22nd September, 1986.

Payment of the Redemption Date, such eighth day falling on 22nd September, 1986.

Payment of the Redemption Amount, together with the interest accrued on the Dollar Bonds to the Redemption Date, will be made on or after the Redemption Date against presentation and sumender of the Dollar Bonds at the offices of any of the Paying Agents listed below. Dollar Bonds should be presented for payment together with all unmatured Coupons, failing which the face value of any missing unmatured Coupon will be deducted from the sum due for payment. Any amount so deducted shall be paid against surrender of the missing unmatured Coupon within 12 years of the Redemption Date. Dollar Bonds will become void unless presented for payment within twelve years from the Relevant Date (as defined in Condition 7 of the Dollar Bonds).

PRINCIPAL PAYING AND CONVERSION AGENT Swiss Bank Corporation Aeschenvorstadt 1 P.O. Box 1132 CH-4002 Basie

Swiss Bank Corporation 99 Gresham Street London EC2P 2BR

PAYING AND CONVERSION AGENTS

Banque Générale du Luxembourg S.A. 14 Rue Aldringen

Swiss Bank Corporation (Canada) 7 Queen's Quay West Sulte 780, Toronto

By: Swiss Bank Corporation, Basie For and on behalf of: BTR pic

15th August, 1986



"Earnings doubled over five years"

Sir Colin Corness, chairman, reports:

- "An average annual growth in earnings per share of 19% over five years has doubled corporate income whilst maintaining a consistently high return on capital employed"
- "Redland's international spread is rightly perceived by investors to be one of its foremost attractions"
- "With a market capitalisation of around £1 billion and low gearing of 25%, we are able to contemplate capital investments and acquisitions in a number of countries"

Five Year Record				
	1981/2 £m	1982/3 £m	1983/4 £m	1984/5 £m
Sales	926.7	1,007.5	1,184.2	1,247.3
Profit before tax	59.7	64_2	93.8	108.2
Earnings per share (pence)	15.8	17.4	24.6	28.0

22.1

20.4

23.9

25.9

Return on Capital (%)

NAME		
ADDRESS		
	- ROUI	and
		GII
POSTCODE	CONSTRUCTION AND SERVICES IN OVI	

UK COMPANY NEWS

and defence systems.

However, aerospace and engineering, microelectronics and

components and computer peri-pherals all saw decreased pro-fits and turnover.

the fall in aerospace and engin-eering profits to £4.1m from £5.9m by lower performance in the US because of currency deterioration and removal and

start-up costs associated with a new plant.

Reduced profits in microelectronics and components

were also due in start-up costs of its new chip plant in Devon. The company said it expected improved performance from this business.

Sir John said that the com-pany had taken steps to reduce its activities in its small com-

puter peripherals division, which showed a £0.1m loss on

a turnover of £7m. He added:
"this is basically not a field
which Plessey should be in."

Francis Sumner (Holdings)

reported continued improvement in the six months to the

end of June 1986 with pre-tax profits of £44,000, against £12,000 last time. Turnover of

this textile company rose by £133,000 to £632,000.

The tax charge was £4,000 (nil) to give earnings per 5p share up from 0.05p to 0.16p.

The company also announced

acceptances in respect of 98 per cent of the shares of Astra Holdings, the Kent-based pyro-technics group. The offer has been declared unconditional

The company is to change its name to Astra Huldings. Mr G. R. James, Mr C. W. Gumbley and Mr J. R. C. Miller of Astra

and far J. R. C. Miller of Astra are joining the board. Mr James as chairman and Mr Gumbley as group chief execu-tive. Mr Max Maimann and Mr

Colin Astin have stepped down as chairman and managing director respectively and re-signed from the board.

and will remain open

F. Sumner

recovery

continues

The company accounted for

Plessey profits climb to £43m in first quarter

Signature of the state of the s

. . .

Grome R

PENELS IN

to 13818

A sa cigu & ê

መቀን የሚሰው

Harrist Britt.

77.6

The results were in line with City expectations. Tha company's shares fell 6p to 194p.

Sir John said the following initiatives were under consideration:

Acquiring a communications systems and private exchange company in the US.

Restructuring the board to ensure that the interests of shareholders and management along the lines of changes announced recently by Beecham and Guinness. Tha establishment of an audit committee would he the first step in that direction.

Company Said per Share in creased from 3.05p to 3.73p.

The order book was £1.38bn at the end of £201 and proposed in payphones, private switching, sonar, radar and despense of £201.8m at the end of June companed with £192.4m at March.

Sir John welcomed the results as evidence supporting the conclusion reached by the Monopolies and Mergers Commission when turning down GEC's bid for the company that Plessey

direction. Approaching Sir George Jefferson, chairman of British Telecom, to urge him to use BT's position as main customer of the System X public digital exchange to find a solution to the need to rationalise the System X capacity of Plessey and GEC.

Operating profit for the first quarter was 8.4 per cent higher at £39.8m. Turnover at £336.5m was virtually unchanged.

Investment income less interest amounted to £4.7m com
Carlson is now trading profit-

BY LIONEL BARBER

the HAT Group, yesterday step-ped up its ettack nn HAT's management record.

BET said HAT, the paints,

scaffilding and cleaning business, had promised jam tomorrow" for three years and had yet to deliver. It also criticised HAT for falling to

make a profit forecast for the current year.

SIR JOHN CLARK, Plessey's pared with £1.9m a year ago. ably with a £4m profit contrichairman, yesterday revealed a After allowing for £15.6m butlon in the quarter. Sir John number of initiatives the company is considering, as he disclosed a 10.5 per cent rise in £27.7m, 23.7 per cent up on last total particularly well. Sirst quarter pre-tax profits to year. Earnings per share increased from 3.05p to 3.73p.

The angle half the figure of £10.8m (£10.8m) on higger turn-

for the company that Plessey was strong enough to compete effectively on its own. Plessey now employs 32,536 workers, 3,100 down on a year

Sir John pointed to a strong performance from telecommunications, where quarterly profits increased to £18.7m (£13.6m last year) on turnover of £164.8m (£135.5m).

GrandMet profits ahead in the US

EXTERNAL SALES of Grand Metropolitan, the brewing, hotels and leisure group, fell from £4.13bn to £3.5bn over the nine months ended June Electronic systems and equipment also increased profits to £10.8m (£9.8m) on higger turnover of £114.1m (£109.7m), mainly due to naval systems 39 1986, a reduction of 5.6

per cent.
However, after adjusting to eliminate the effects of exchange movements on translation of the external sales of overseas companies into sterling, and excluding the effects of acquisitions and disposals, there was an

and disposals, there was an increase in group external sales of 2.8 per cent.

Third quarter net sales of GrandMet USA increased from \$426.2m to \$437.1m (£317.5m) and at the nperatural part of the sales of the sal (£317.5m) and at the nperating level profits rose from \$14.1m to \$27.8m (£13.66m)....This lifted net stales for the nine months to June 30 to \$1.27m (\$1.27m) and operating profits for the period from \$52.4m to \$65.1m (£43.7m), before charging corporate expenses of \$10.7m (\$7.4m).

The improved figures in-

The improved figures included the results of Pearle Realth Services since its acquisition in September 1985, Operating income benefited from an increased constitution for the constitution of the constitutio tribution from eigarettes, even though sales of these products were lower than a

Clive Discount in profit

Clive Discount Holdings, which became a subsidiary of the Bache Group, itself an offshoot of the Prudential Insurance Company of the US. surance company of the Us, recorded a profit of £250,803 for the year to March 31, 1985, compared with previous losses of £810,099.

The figures were after providing for rebate, tax and in 1985 a transfer from contingencies reserve. There will be no final dividend, leaving

the 1985-86 total at 0.5p (2.5p).

The offer by Baring Brothers, on behalf of Bache, was declared unconditional in April and as at August 13 valid acceptances in excess of 97 per cent had been re-

Hawley/Brengreen

Hawley Group has acquired a further Im in shares in Brengreen (Heldings) and now holds 16.71m equal to 25.7 per cent.

by 160p on deal struck with Chase BY TERRY POYEY

Wingate shares soar

AGGRESSIVE New Zealand approval—for the sbare issue—property developer Chase Corporation has reached an agree—and a minimum of bolders of 3.6m shares accepting the offer, Chase will further subscribe a Investments that, subject to shareholders' approval, will see control over the USM company five years. pass to Chase.

USM in September 1982 through an 8-pa-share placing, said yeaterday that the Chase scheme compay over the next five years. Yesterday Wingate's shares surged to 290p, up 160p on the day, following a resumption of trading.

The New Zealanders' move follows the calling off of a proposed merger between Trafford Park Estates and Wingate. A last-minute dispute about boardroom control led to the abandonment of a plan whereby Win-gate's younger management would have played the key role in an expanded operation in which Trafford would constitute about 56 per cent.

Wingate's board has agreed for Chase to purchase 14.5m new Wingate shares at 150p each. Chase is also intending to make an offer of 150p for each of Wingate's existing

Two of Wingste's institutional shareholders have already agreed to accept the offer in Wingate, which came to the respect of enough share so as it will be unconditional. The ioan notes will be exchangeable for Wingate shares at 175p each from June 1987 onwards.

Mr Christopher Foster, on behalf of Chase, said that the takeover was "a friendly one" which bas been negotiated over the last three months. Chase established an office in London in November and is looking to build up a three- or four-legged operation in the UK-of which Wingate will be the property Chase, which also holds a 15

per cent stake in British Empire Securities Trust, is the Empire Securities Trust, is the third largest company in New Zealand with a market capitalisation of £575m. Total assets as of March 31 were NZ\$556m having grown very rapidly from NZ\$37m three years before. Wingate owns and develop 14.47m shares.

Subject to shareholders property in southern England.

DIVIDE	NDS	ANNO	UNC	ED	
Abbey	13	_	nil	5	nil
Appleyard Gronpint		Oct 13	1.5	_	5
BBA Groupint	1	Nov 13	0.84	_	2
John Beales	3.45	_	2.8	4.8	4
Bullersint	0.5	Sept 22	0.5	_	1.5
Clive Discount	nil		1.1	0.5	2.5
Corabint		Oct 17	1.6	_	4
Foreign & Colonial int		_	0.48	_	1.47
Gnome Photo			6:5	6.5	6.5
Good Relationsint		Oct 1	2.1	_	4.9
Hambro Countrywide				4.6	_
Harold Ingram		Ξ	1.5	3	2.5
Louis Newmark	9	_	8.5	14	13
McKay Secs	1.95		1.7	3.65	3.25
	‡1.5	Oct 10	1.2	_	5.2
Rateliffs (Gt Bree) int			1	_	2.5
Royal Insurance			9.2	_	25.75
Victor Prods	3.25	Sept 11	3	5	4.6
Windowsky alternation					

Dividends shown in pence per share except where otherwise stated. * Equivalent after allowing for scrip issue. † On capital increased by rights and/or acquisition issues. ‡ USM stock. § Unquoted stock. § Irish pence throughout.

RATCLIFFS (Great Bridge) PLC.



Interim Report to shareholders 1986

The unaudited group earnings for the six months to June 30th were as

	Haif year in 30.6.1966 £	Half year to 30.6.1965 £	Full year 1985 £
Group Sales	18,091,000	22,276,800	44,883,000
Earnings - Gross Parent Company Subsidiary	(573,900) 373,000	192,000 506,000	(809,000) 944,000
Estimated Taxation	(200,900) 171,200	696,000 262,000	136,000 479,000
(Loss) Earnings - Nett	(372,100)	436,000	(343,000)
Earnings per Share After Rationalisation Costs	(8.41p) (17.32p)	8.86p	(8.26p)

PARENT COMPANY Loss is before providing for rationalisation costs of £417,200 incurred in the release of 170 employees between January 1st and July 31st, 1986.

As a result of further collapse of export markets (sterling exchange rate elc.) we have had to operate continuous short weeks throughout the half year. Following the release of 170 employees we have been able to regain operating base established, the benefits of which are expected to materialise in 1987. 5 day working from July 1st and are now starting to rebuild from the lower

CHAIRMAN'S COMMENTS

CANADA

Half year earnings have been pulled down by \$100,000 on conversion into sterling by exchange rate movements. Conditions softened somewhat from June 1st but carnings prospects for

DIVIDEND

The board considers that it is prudent to reduce the interim dividend to 0.50p (1.0p) dunng the period of rationalisation for Great Bridge. Dividend payable on November 1st to shareholders on the register at 5th September, 1986.

August 14th, 1986. Ratcliffs (Great Bridge) PLC

F.R. Ratcaft,

インミン

Further loss for Ratcliffs

THE SOUTH AFRICAN

ECONOMY.

A BREAKDOWN.

NOTICE OF REDEMPTION

NOTICE OF REDEMPTION OF 14% NOTES (THE "NOTES") DUE SEPTEMBER 15, 1989 ISSUED BY FLUOR FINANCE N.V.

Notice is hereby given that pursuant to Section 8 (c) of the Terms and Conditions of the Notes and Section 7 of that certain Fiscal and Paying Agency Agreement datad as of September 15, 1982 among Fluor Finance N.V., Fluor Corporation and Bankers Trust Company, as fiscal and paying agent, Fluor Finance NV hereby gives irrevocable notice of its election to redeem all outstanding Notes at 101½% of the principal amount on September 15, 1986 when interest on the Notes will cause to accrue and the sole right of a holder of the Notes which have been redeemed shall be to receive the redemption price. Repayment of principal will be made upon presentation and surrender of the Notes, with all unmatured coupons attached, at the offices of any of the Paying Agents mentioned below.

Paving Agents

BET steps up attack on

HAT management record

BET, the diversified industrial The attack came in a circular services group which has to HAT shareholders respond-launched a f92m hostile bid for ing to a HAT defence document the HAT Group, yesterday step-ped up its ettack nn HAT's new group strategy.

Ratcliffs (Great Bridge), the out the half year. west Midlands brass and cop-per strip manufacturer, ran up further losses at tha six months' stage and is halving its net interim dividend to 0.5p. The company incurred a trading loss of £201,00 but in

addition, it had to provide £417,200 for the release of 170

is in steep decline.

This new booklet explains why and sets out the options left

open to those who own, or deal

copy telephone 01 636 4030

Russell St., London WC1B 3LS.

ext. 269 or write to TUC,

Congress House, Great

Bankers Trust Company Dashwood House 69 Old Broad Street

Banque Indosuez Luxembouro

London EC2P2EE

39 Affee Scheffer L 2520 Luxembourg

Bankers Trust Company des Champs Elysees

If you would like a free

in South African shares.

However, following the re-dundancies the company had re-turned to five-day working and was starting to rebuild from the lower operating base the benefits of which were ex-pected to materialise in 1987.

BET said £1,000 invested in HAT at the start of 1983 would

have fallen in value to £783 -

prior in its offer. It also attacked HAT for "wild accusa-tions" about BET's gearing. BET said gearing amounted to 65 per cent last March, on a conservative basis.

Turnover for the first half of 1986 declined from £22.28m to £18.09m. The loss com-July 1986.

As a result of a further collapse of export markets Ratcliffs had had to operate continuous short weeks through

Preliminary Results — Year ending 30th April 1986

	IR £000
Turnover	66,934
Pre-Tax Profit	7,294
After Tax Profit	3,721
Retained Earnings	2,004
Earnings per Share	15.85p
	_

- Record Profits 22% above Forecast and 144% above last year.
- Record Dividends of IR 5.0p per share absorbing IR £1,174,000.
- Budget for improved performance in current year and continuing growth in

Personal

Remember Stroke Victims Please Campaign of the chest heart AND STROKE ASSOCIATION # WITHOUT WARNING

Bankers Trust Company Corporate Trust and Agency Group Four Albany Street New York New York 10015

Bankers Trust GMBH Bockenheimer Landstrasse 39 6000 Frankfurt am Main 1

Bankers Trust AG Dreikonigstresse 6 CH 8022 Zurich Banque du Benelux rue des Colonies 40 B 1000 Brussels

Fluor Finance NV 15th August 1988

Bankers Trust Company, London

Agent Bank

National Stroke Tavistock House North, Tavistock Square, London WC1H 3JE, Telephone: 91-387-3912 THE MARRIAGE BUREAU (Heather James), 124 New Bond Street, W1 01-629 9634. (Est. 1939.) Parsona Company Notices

WORLD WIDE GROWTH FUND and Royal, Lux

Service.
FUBLIC SPEAKING training and speech writing by award whyling public speaker.
D1-4S1 2292. First lesson free.

Clubs

Royal Insurance Estimated Half Year Results for 1986 and Interim Dividend

	5 months to 30 June 1988 (unaudited) fm	30 June 1985	Year 1985 (audited) £m
General Insurance: Premiums Written	1,511.5	1,396.6	2,779.5
Underwriting Balance Investment Income allocated to General	-109.5	-218.7 ·	-347.1
Insurance Operations	134.3	137.3	266.7
General Insurance Result	24.8	-81.4	-80.4
Long-term Insurance Profit Investment Income attributable to Capital	13.9	12.0	25.3
and Reserves Share of Associated	42.3	47.7	87.8
Companies' Profits	6.4	3.9	8.7
Profit before Taxation	87.4	-17.8	41.4
Taxetion	15.8	(credit) 2.8	12.3
Minority Interests	0.8	(credit) 0.1	0.2
Net Profit	70.8	-14.9	28.9
Earnings per share	30.0p	(loss) 6.3p	12.2p
Capital and Reserves	£2,179m	£1,783m	£1,905m

- * There was a pre-tax profit of £87.4m compared with a pre-tax loss of £17.8m in the same period last year thus producing a £105.2m improvement. The second quarter pre-tax profit was £,58.0m.
- * The recovery was most marked in the United States with a pre-tax improvement of £76.7m, Canada £18.1m and the U.K. $f_{\text{ll.lm.}}$
- * All operating companies achieved better insurance results to produce a worldwide general insurance profit of £24.8m.
- ★ The contribution to total earnings from Royal Life Holdings rose from £12.6m to £14.8m.
- * The interim dividend was increased by 14.1% from 9.20p to 10.50p per share.



V/51

Akzo nv Registered Office at Arnhem Report for the 1st half year 1986



Consolidated statem	ent of income	1st half year		
		1988	1985	
Net sales	Millions of guilders	8,092.7	9,184.8	
Operating income Financing charges		728.2 (60.9)	744.4	
Operating incoma less Taxes on operating inc	financing charges ome less financing charges	667.3 (228.9)	635.5 (225.7)	
Eemings of consolidat Eamings from noncon: Extraordinery items	ed companies from normal operations, after taxes solidated companies	440.4 17.4 24.1	409.8 56.9 34.6	
Group income Minority interest		481.9 (45.2)	501.3 (42.0)	
Net incoma		436.7	459.3	
Net incoma per comm Common stock	on shere of Hfl 20, in guilders	10.92 789.9	11.55 785.1	

Sales and income Sales and income
Seles for the first six months of 1988 aggregeted
Hfl 8.1 billion, down 12% from the first half of
1985. Divestitures and acquisitions account for a
6% dacreasa, with translation of the sales of
foreign Group companies at lower rates of
exchange accounting for another 5% drop.
After-tax earnings of consolidated companies
from normal operations increased 7% compared
with the first half of 1985 and amounted to
Hfl 440 million.
Earnings from nonconsolidated companies was

Earnings from nonconsolidated companies was adversely affected by lower results of tha fiber companies in Latin America and India. The start-up cost of the aremid plants was also charged against income.

The positive balance of extraordinary items in the first half of 1886 in principally due to deferred revenue from the 1983 sale of 8 rend-

Rex (Akzo America). Compared with the first half of 1985 nat income fall 5% to Hfl 437 million, corresponding to Hfl 10.92 per shere (1985: Hfl 11.55). Sefore extraordinary items the drop in nat income compared with 1985 was 3%.

The sales decline for man-made fibers is for the most part attributable to the divestiture of American Enka. This divestiture caused operat-ing income for the first six months to improva from 6.0% of sales in 1985 to 9.1% in 1988. Tex-tile and carpet fibers continued their improved davelopment. Industrial fibers ere under increas-

ing competitive pressure. Tha dip in sales of chemical products is substantially due to the lower reta of the U.S. doller. For most chamical products capacity utilization was high. Margins for specialty chemicals were slightly above the 1985 level. Starting from the second quarter tha figures include tha results of the recently acquired Percham group (U.K.).

The advance in sales of coatings is due to comna advance in sales or cosungs is qua to com-panies acquired in 1985. The weather-induced first-quarter lag for some products was made up in the second quarter. Earnings in a few product sectors continued depressed.

Pharmaceuticals sales were up as a result of acquisitions made in 1985. The decrease in pperating income was almost antirely due to the adverse effects of changed retes of exchange, which could not be sufficiently compensated by price adjustments because of government-imposed price controls.

Lower sales of consumer products reflect the divestiture of Romi (oils and fats) at January 1, 1988. Overall, profit margins were distinctly better in the second quarter of 1985 than in the first, boosting operating income for the first six months to a level slightly ebove that of the prioryear period.

In miscellaneous products, tha sales gain was due in part to the acquiation of Wilson Fiberfil dua in part to the acquiation of Wilson Fiberni (angineering plastics). Barmag AG's perfor-mance continuad strong in the second querter of 1986. Results of the other products are under downward pressure, so that earnings for the entire class of miscellaneous products were virtually unchanged.

The equity/debt ratio at Juna 30, 1986 worked out at 0.66, against 0.62 at Dacember 31, 1985.

There is no change in our projection that net in-come for the whole of 1986 will be on the order of the 1985 figure. 8ut this projection is subject to the qualification that nil prices and exchange rates remain unpredictable and could have a major impact on earnings.

Amhem, August 1986 Tha Soard of Management

The breakdown of sales and operating income by product group was as follows

Sales	1st ha 1986	elf year 1985
Man-made fibers	1,853	2,739
Chemical products	2,284	2,716
Coatings	1,182	1,051
Pharmaceuticals	7,144	1,042
Consumer products	730	861
Miscellaneous products	1,057	898
	8,230	9,307
Intra-Group deliveries	(137)	(142)
Total	8,093	9,185

Operating income	1st ha	lf year
	1986	1985
Man-made fibers	168	165
Chemical products	223	251
Coatings	88	63
Pharmaceuticals	163	173
Consumer products	50	49
Miscellaneous products	74	76
	744	777
Not allocated	(16)	(33)
Total	728	744

Copies of this report may be obtained from the London Paying Agents: Barcleys Bank PLC, Stock Exchange Services Department, 54 Lombard Street, London EC3P 3 AH and Midland Bank PLC, International Division, Securities Services Department, 110-114 Cannon Street, London EC4N 6 AA. The report for the 3rd quarter of 1986 will be published on November 4, 1986.

To the Holders of

المار ومخلف فللمشور للماري أناوا الماري المراجع

SANYO ELECTRIC CO., LTD.

5 Per Cent. Convertible Bonds Due 1996 NOTICE CONCERNING MERGER

Pursuant to the provisions of Clause 7(B) of the Trust Deed dated 24th September, 1981 between Sanyo Electric Co., Ltd. ("Sanyo") and The Law Debenture Corporation p.l.e., as Trustee, under which Sanyo's \$50,000,000 5 per cent. Convertible Bonds Due 1996 (the "Bonds") were issued, notice is hereby given that:

notice is hereby given that:

(1) Sanyo and Tokyo Sanyo Electric Co., Ltd. ("Tokyo Sanyo") have entered into an agreement for merger (the "Merger Agreement") whereunder Tokyo Sanyo will merge into Sanyo and be dissolved and Sanyo will assume all of the business, assets and liabilities of Tokyo Sanyo as e

solved and Sanyo will assume sil of the business, assets and namines or loxyo Sanyo so econtinuing corporation.

(2) As a result of the merger the shareholders of Tokyo Sanyo will be issued one share of common stock of Sanyo having a par value of \$50 per share for each Tokyo Sanyo share immediately after the effective date of the merger (at present expected to be 28th February, 1987).

(3) Pursuant to the Commercial Code of Japan the Merger Agreement is subject to the approval of the shareholders of both Tokyo Sanyo and Sanyo. An extraordinary general meeting of shareholders will be held on 27th August, 1986 for Tokyo Sanyo and on 29th August, 1986 for Sanyo to ask for the approvals of the shareholders of the respective companies of the Merger Agreement. The shareholders who were registered on the register of shareholders of the respective companies as of 31st May, 1986 will be entitled to attend and vote at the shareholders' meeting of the relevant company.

relevant company.

(4) Pursuant to the terms of the Merger Agreement the holders of shares of Tokyo Sanyo registered on the register of shareholders of Tokyo Sanyo as of 30th November, 1986 will also be paid by Sanyo an amount of \$4 per share of Tokyo Sanyo held of record in lieu of the year-end dividend of Tokyo Sanyo for the year ending 30th November, 1986. This amount, however, will be subject to amendment upon consultation between Sanyo and Tokyo Sanyo in view of the condition of assets and liabilities of Tokyo Sanyo existing on 1st December, 1986.

SANYO ELECTRIC CO., LTD.

Dated: August 15, 1986

COMPANY NOTICE

GESTETNER HOLDINGS plc

On 17th July 1986, the directors declared en interim dividend of 0.Sp per share in respect of the 52 weeks ending 1st November 1986, payable on 3rd September 1986 to holdings of Ordinary shares registered at the close of business on 8th August 1986. Holders of Ordinary shares in bearer form should lodge Coupon 122 at Barclays Bank PLC, the Stock Exchange Services Department, 54 Lombard Street, London EC3P 3AH on or after 3rd September 1986 for their entitlement to the above dividend.

Ordinary Capital Shares

On 17th July 1986, the directors also declared a dividend of 0.071p per share in respect of the 52 weeks ending 1st November 1986, payable on 3rd September 1986 to holders of Ordinary Capital sheres registered at the close of business on 8th August 1986, in addition, holders of Ordinary Capital shares are reminded of their entitlement to scrip in accordance with the formula set out in the Company's Articles of Association. Such entitlement, based upon each Ordinary Capital shere held at close of business on 8th August 1986, is as follower. August 1986, is as follows:

Based on the average price of For each Ordinery Capital share held holders will receive 137.58823Sp 0.0043915

of an Ordinary Capital share

Fractions of new shares will be sold for the benefit of the Company. Scrip, to be allotted on 22nd August 1986, will be despatched to registered shareholders on 12th September 1986.

Holders of Ordinery Capital shares in bearer form should lodge Coupon 122, with ellotment instructions, at Barcleys Bank PLC, the Stock Exchange Services Department, 54 Lombard Street, London EC3P 3AH on or after 12th September 1986 for their entitlement to dividend and Ordinary Capital shares (in registered form) in accordance with the above. R. L. E. Lewis

Company Secretary

UK COMPANY NEWS

Good Relations profits fall by 77% to £0.4m

Good Relations, the public relations and advertising group which has suffered a series of boardroom upheavals in the last year or so, yesterday an-nounced a fall in pre-tax profits 10 £401,000 and a loss after tax of £27,000 in the first balf of this year.

Over the last year Good Rele-tions has lost four main board directors, with the fourth walk-ing out earlier this week; closed its New York office; watched the Stock Exchange watched the Stock Exchange mount an inquiry into share disposals by its former chief executive, Ms Maureen Smith; and received a succession of takeover proposals only to fail to agree merger terms with Valin Pollen in April.

In the six months to June 30 turnover fell by just 11 per cent to 55.81m, while pre-tax profits fell by 77 per cent to £401,000. Earnings per share fell to 2.6p from 4.7p.

The profit was after excep-tional costs of £205,000 relating to surplus property, part of which has been sub-let; operating losses which have now been eliminated in Good Relations' New York office; and a write-off in respect of an amount form ariseless. amount from which revenue was taken last year.

Closure of the New York office cost the company £228,000 which has been treated as an extraordinary item. Good Relaextraordinary item. Good Relations has now entered affiliate agreements, its customary practice in international markets, with Georgeson and Company in New York for financial and corporate public relations and investor relations and with the Keefe Company in Washington for public and political affairs.

of 1986 with the comparable figures taking in a final contribution of £167,000 from the dis-

posal of the Allied Insulators bigb tension division.

Turnover for the period declined from £4.26m to £2.84m

following a restructure of group

operations in favour of a greater emphasis on consumer

The directors said yesterday that the shift in this direction bad been advanced by the acquisition from the receiver last March of Caverswall China

on-Trent, manufactures high quality fine bone china. It made a modest contribution to group profitability during the balf year and, together with the

Caverswall, based in

for £150,000.

Restructured Bullers at

£0.23m: expansion planned

Bullers, manufacturer of cribe as a substantial and grow-ceramic products, saw its profits ing consumer products division. improve from £204,000 to Demand for Crummles pro-£231,000 pre-tax for the first half ducts was affected by a lack of

14 Days Notice

6.72%

6.35% | 8.94%

Cheque Savings Accounts

When the balance is £250 to £2,500

Interest is credited on each published rate

Lombard

North Central

17 Bruton St, London W1A 3DH.

Altos Hornos de México, S.A.

U.S.8100,000,000

Floating Rate Notes due 1987

In accordance with the provisions of the above Notes, notice is hereby given that for the six months from 13th August 1986 to 13th Pebruary 1987, the Notes will carry an interest rate of 65% per annum. The interest payable on each U.S.\$10,000 Note on the relevant

est payment date, 13th February 1987, against Coupon No. 10

Lloyds Merchant

CITICORPO

U.S. \$350,000,000

Subordinated Floating Rate Notes

Due August 14, 2011

Notice is hereby given that the Rate of Interest has been fixed at 6½% p.a. and that the interest payable on the relevant Interest Payment Date November 14, 1986 against Coupon No. 1 in respect of US\$10,000 nominal of the Notes will be US\$166.11 and in respect of US\$250,000 nominal of the Notes will be US\$4,152.78.

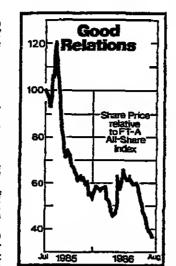
CITIBANC

August 15, 1986, London By: Cribank, N.A. (CSS) Dept.), Agent Bank

4.85%

9.46%

6.83%



Mr Tony Good, the company's hairman, attributes the fall in pre-tax profits 10 the effect of adverse publicity on Good Relations' ability to win new busi-

"Of course we were affected by it," be said. "When a client faces a choice between two con-sultancies, all other things being equal they are certain to be influenced by what they read in

the press."

Yet Mr Good claims that the worst effects of the bad publicity are now behind the company and that new business bas recovered. In the second quarter of the year new business gains reached record levels, with new accounts from Ferruzzi, Fitch Lovell, Ratners and Wood Mac-

"Although the first half does show a fall in profits compared

ducts was affected by a lack of US tourists and its profits for the half year showed a reduc-tion,

On the industrial side, Taylor

Tunnicliff, the industrial ceramics manufacturer, was sold in June. Its disposal, at below net

asset value, realised some £350,000 casb with Bullers re-

with the same period last year, it does represent an improvment on the second half," be said.
"We are now back on a firmer footing and the chief problems of the first half, the closure of New York and excess property in London, bave been

The board will pay an un-changed interim dividend of 2.1p and, according to Mr Good, the enmpany is confident that It can increase pre-tax profits in the full year.

If ever a company tias been in

comment

If ever a company has been in need of crisis public relations in the last year or so it is Good Relations. The company's sole stroke of luck came in February when the Stock Exchange rapped Ms Maureen Smith's knuckles and made it much, more difficult for her to coax her old clients into her new company. Indeed Good Relations' clients have on the whole, proved much more loyal than its staff. And despite the stream of defections the comthan its staff. And despite the stream of defections the company still sports an impressive array of accounts. The clicnt list alone should make the company ripe for takeover. But so many prospectiva predators have prowled around Good Relations, and beaten a basty retreat that the speculators, who drove the shares up 15p to 100p yesterday, may yet be disappointed. The city tends to be suspicious about "write offs" for "revenue taken last year." And although the shares look undemanding on a multiple of 1.5, for projected profits of £1.3m, the risk of further defections may deter all but the optimists or would be arbitrageurs.

Olives Paper returns to

the black

CONTINUED improved trading throughout the first half of 1986 helped Olives Paper Mill of Bury, Lancashire, to achieve a £137,000 turnround to profits of £122,000 pre-tax. Directors said they tooked forward to the second half with confidence and if present trends continued expected to be able to recommend a return to the dividend lists at the year end.

The shares rose Sp on the day to close at 50p, a high for

taining ownership of the land and buildings. the year.

Turnover fell to £4.4m
(£4.53m). The tax charge was
£40,000 (pil) to leave earnings Mr David Valentine; group managing director, said the disposal of Taylor Tunnicliff

First-half earnings improved to 1.65p (1.56p). The interim dividend is a same-again 5.0p net. a modest contribution to group profitability during the balf year and, together with the Crummles and Bullers (Staffordshire) subsidiaries, forms what the directors design of subsidiaries, los on disposal of businesses.

NOTICE TO LOMBARD DEPOSITORS

malotalned. The commissioning in May of a high-speed sheet cutter to be followed by the installation of an automatic ream wrapper next month would help make a further improvement and enhance the quality and presentation of the company's products.

Cranbrook **Electronic** falls into red

Cranbrook Electronic Holdings suffered a downturn into losses of £64,000 pre-tax, compared with profits of £119,000, for the six months to end-March 1986. Turnover was down at £3.04m

(£3.28m) and the loss per 5p share for this USM-quoted company came out at 0.8p, against earnings of 0.9p. The directors expect trading in the second half to be better than the first. Mr Tony Diamond, chairman said the results reflected extra spending incurred in developing new areas of business and investing in personnel and capital equipment. As a result the group had increased market penetration despite a contraction in the market for high technology electronic nology electronic components and sub-systems.

Gross profit came out higher at £1.08m (£1m). There was no tax charge against £48,000 last time.

McKay Secs lifts payout to 3.65p

Property investor and developer McKay Securities is raising its dividend from 3.25p to 3.65p net for the year ended March 31 1986, with a final of

Gross rents and service charges receivable rose from £4.3m to £4.8m, and the profit showed an increase from £2.49m to £2.55m, subject to tax of £636,000 (£907,000).

Earnings came to 8.6p (7.3p) for the 20p ordinary and 7.2p (6.1p) for the whole of the

Development outgoings were up to £628,000 (£414,000), and were eppropriated below the line,

Tangible assets at the year-end were £57,66m (£55.22m) and included the directors' valuation of UK investment properties; these showed a surplus of £1.64m which has been transferred to revaluation

Sharebolders' funds stood at £44,52m (£42.9m).

Abbey shares rise 20p with profits ahead of forecast

BY FRANK KANE

Abbey, the Irish building company which now operates mainly in the South of England, made record profits of Iff. 29m (25.62m) for the year to April 30, 1986, a period which saw it fight off a takeover bid from French Kier. The London quoted shares rose 20p to 185p.

The result is a 144 per cent strengthened the Irish com-The result is a 144 per cent improvement over last time, pany. The board is now united and is also 22 per cent higher after decades of family feud-than forecast at the time of the

* (ord

Company of the Park

than forecast at the time of the bid last October. The company's defence costs totalled hunters of south east England; 11543,000, taken as an extra- and the loss-making Irish merbid last October. The company's defence costs totalled 15543,000, taken as an extraordinary item.

Mr Charles Gallagher, the chairman, said yesterday that the figures were achieved in spite of a predicted loss in the merchanting division, which is responding to management changes.

The group's England-based honsebuilding and plant bire activities are budgeting for improved performances in the current year.

Retained carnings for the year came out at 152m (15124,0001, after much higher tax of 153.57m (151.97m) and the first annual dividend since 1983 — a final of 3p (1rish) for a 5p total. Earnings were 15.85p per share, against 4.34p. Sbareholders' funds, however, were adversely affected by the large change in the sterling exchange rate during the year, said Mr Gallagher.

Turnover was just over 1510m higher at 1566.93m. The com-

TRUST DEED DATED AS OF 14TH AUGUST 1980 CONSTITUTING 71% CURRENCY LINKED/U.S. DOLLAR PAYABLE CONVERTIBLE BONDS DUE 1990

NOTICE CONCERNING MERGER

Pursuant to the provision of Clause 7(b)(1) of the Trust Deed dated as of 14th Aegust, 1980 between Tokyo Sanyo Electric Co., Ltd. ("Tokyo Sanyo") and the Law Debenture Corporation pic, as Trustee, under which Tokyo Sanyo's 71 per cent Currency Linked/U.S. Dollar Payable Convertible Bonds the 1990 with an aggregate face amount on issue of U.S.330,000,000 (the "Bonds") were instead and are currencylar more in harmon clause. were issued and are outstanding, notice is hereby given that:

(1) Tokyo Sanyo and Sanyo Electric Co., Ltd. ("Sanyo.") heve entered into an Agreement for Merger (the "Morger Agreement") whereunder Tokyo Sanyo will merge into Sanyo and be dissolved and Sanyo will assume all of the business, assets and liabilities of Tokyo Senyo as continuing corporation.

(2) As a result of the merger the shareholders of Tokyo Sanyo will be issued one share of Common Stock of Sanyo having a par value of Yen SO per share for each Tokyo Sanyo share immediately after the effective date of the merger (25 present expected to be 28th February, 1987).

(3) Pursuant to the Commercial Code of Japan the Merger Agreement is subject to the approval of the shareholders of both Tokyo Sanyo and Sanyo, An extraordinary General Meeting of shareholders will be held on 27th August, 1786 for Tokyo Sanyo and on 29th August, 1786 for Sanyo to ask for the approval of the shareholders of the respective companies for the Merger Agreement. The shareholders who were registered on the Register of Shareholders of the respective companies of 31st May, 1786 will be entitled to attend and companies es of 31st May, 1986 will be entitled to attend and vote at the shareholders' meeding of the relevant company. (It should be noted that any holder of the Bonds who converted hit Bonds into shares of Tokyo Sanyo during the period between 1st June, 1986 end the date of the shareholders' meeting [both deys inclusive] will not be entitled to participate at these shareholders' meeting at these shareholders' meeting [both deys inclusive] to participete at these shareholders' meetings.)

Pursuant to the terms of the Merger Agreement the holders of shares of Tokyo Sanyo registered on the Register of Shareholders of Tokyo Sanyo as of 30th November, 1986 will elso be paid by Sanyo an amount of Yen 4 per share of Tokyo Sanyo held of record in lieu of the year-end dividend of Tokyo Sanyo for the year ending 30th November, 1986. This amount, however, will be subject to amendment upon consultation between Tokyo Sanyo and Sanyo in view of the condition of assets and liabilities of Tokyo Sanyo existing on 1st December, 1986.

on 1st December, 1986.

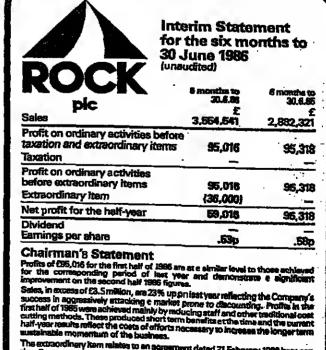
(S) On and efter the effective date of the Merger, all the obligations of Tokyo Sanyo under the Bonds will be succeeded to by Sanyo as if it were the issuer of the Bonds and the holders of Bonds will be entitled to convert their Bonds into sheres of Common Stock of Sanyo having e par value of Yen 50 per share. The conversion price of the Bonds will not be adjusted as a result of the Merger as the ratio of allotment of Sanyo shares to Tokyo Sanyo shareholders will be one Sanyo shere for each Tokyo Sanyo share held.



by

Kuwait International Investment Co. s.a.k.

on behalf of TOKYO SANYO ELECTRIC CO., LTD.

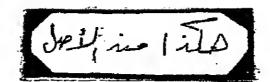


Existinable momentum of the business.

The extraordinary learn relates to an agreement deted 21 February 1986 between the Company and lister Company Acquisitions and Amentment's Limited pursuant to which the Company paid the sum of £38,000 as companisation for terminating the terms upon Which linter Company provided the services of my predecessor, Mr R A Clarks, as Chairman and Chief Executive of the Company and the contraction of the Company and the contraction of the Company. predecessor, Mr R A Clarks, as Chairman and Chief Executive of the Company. The rights issue of up to 6,208,720 new ordinery shares of 10p each at 21.5p per share and the acquisition of the Fourth Quarter Group, both of which were proposed in my circular to shareholders dated 23 July 1895, were approved by shareholders at the Extreordinary General Meeting of the Company hald on materially assist the Company in its future development whilst the acquisition of fourth Quarter, with its specialist and technological products, opens up a challenging area of opportunity for the future.

Out Decisions Chairman

DISTRIBUTORS OF ENGINEERS' CONSUMABLE SUPPLIES AND MANUFACTURERS OF SPECIALIST PRESSURE & VACUAM VESSELS



May Augger

ខេត្តបានប្រជាពិត្យរូប

THE PARTY OF THE

MAY LINASO US NA

TE DESMOS DUE TO

HING HER

Corah awaits benefit of second half boost And the second s

A STRONG order book and continued improvement in margins £45.09m mainly because of the ployees into the Corah pension cessation of trading at Drewry scheme, a net refund of £333.000 are expected to have a significant impact on the second half trading at Corah, the manufac-turer of knitted clothing and fabrics which lists Marks & Spencer among its principal customers.

The order book provided a solid base for a high level of manufacture during the remainder of the year, the direc-tors said. The margin improvement stemmed from stringent control of costs and lower raw material prices, backed up by some selling price increases.

Reporting on the first half ended July 5 1986, they said

Miss World

In the first half turnover rose to £408,000 (£382,200) and pre-tax pro6t to £167,300 (£153,300). The Miss World and Miss United Kingdom beanty contests take place in the second half and that was

therefore, the more profitable, he said. Last year it accounted

for £401,700 pre-tax. After tax £67,000 (£69,500)

running to

budget

Morley.

cessation of trading at Drewry & Edwards last Autumn, and the closure of Iway Fashions this year. Also sales of Spring and Summer merchandise were delayed by the late arrival of

Profit was down from £1.02m to £906,000, subject to tax £317,000 (£230,000). Earnings came out at 1.7p (2.3p) but the interim dividend is held at 1.6p mor than charge. came out at 1.7p (2.3p) but the interim dividend is held at 1.6p net per share.

lway was closed because of continuing losses and there were extraordinary costs of £423,000 related thereto in the period. Following the transfer it would contribute significantly to the year.

In respect of the previous showed exceptional tie charges of £729,000 against that company. And with greatly increased interest charges the profit before tax for 1985 fell from £3m to £687,000.

Victor accelerates to show £1.4m profit

UK COMPANY NEWS

strike well behind it. Victor in business and improvement in Products continued to recover pro6tability would continue. still to come, current trading of the Miss World Group is up to budget and the outcome for 1986 should be satisfactory, forecasts the chairman Mr Eric Morley. With the two main events

The recovery came substantially from work carried out for British Coal, where demand for consumable items returned

to pre-strike levels. Nonetbeless, the directors pointed out that increased effort in other areas enabled the group to further reduce its dependence on British Coal— other industries served are oil, petrochemical and shiphuilding.

the balf year's earnings of this USM traded group were 5.146 (4.3p) per share. The interim dividend is lifted to 1.5p net (1.2p) at a cost of £29,250 (£23,400).

The directors stated that the high level of ordering from British Coal continued in the opening two months of the current year but was now "tapering off." However, they were confi-

1985

£

13,255,000

7,813,000

48.03p

13.00p

Daejan Holdings

The Chairman, Mr B S E Freshwater, reports:

Record profit levels and continued solid progress.

Commercial rent levels continue to improve and our shop portfolio has performed particularly well.

◆ Acquisitions in excess of £12 million during the

I am reasonably confident that next year's results

Copies of the Report and Accounts are available from The Secretary, 162 Shaflesbury Avenue, London WC2H 8HRL

1986

3

14,961,000

7,987,000

49.08p

14.00p

will not disappoint.

Year ended 31st March

Profit before Tax

Earnings per Share

Dividends per Share

Net Profit

WITH THE 1984-85 miners' dent that, overall, the recovery

was realised from the winding

up of the Reliance scheme. This

also was treated as extra-

ordinary.
The directors said Reliance

traded profitably in the first half and they were confident

Policy of continuous develop-ment had led in a steady updatment had led in a steady updat-ing and widening of the product ranges. The company had completed its first flexinle manufacturing system and plan-ning for the second and third systems was well in hand.

Following the increase in the interim, the final dividend is raised ta 3.25p for a net total of 5p for the year. This compared with a maintained 4.6p for the previous year when the group an into a loss of £670,000

Net turnover in 1985-86 came to £20.7m (£15.8m) from which a trading profit of £1.93m (loss £203,000) was achieved.

Beales boosted by improved margins

MARGINS ON John Beales textile operations Improved significantly during 1985-86 and

enabled the group to lift its profits for the year from £651,000 to £1.04m pre-tax. Increased activity in the re-frigeration business following two acquisitions also contribu-ted to the improvement.

Liquidity remained strong throughout the year despite acquisitions and a strong capital

acquisitions and a strong capital investment programme. At year-end cash balances had risen to £1.4ām £1.2mt.

A final dividend of 3.4āp lifts the total from 4p to 4.8p net. Earnings were 26.7p £16.8pt basic per 20p share.

The directors said vesterday that they were committed to expanding both the textile and refrigeration businesses organically and, where possible, by acquisition.

In addition, they said they believed the eroup should develop a third area of investment which, taken together with textiles and refrigeration.

would form the basis of Bezies future long-term growth. With these requirements in mind shareholders will be asked at the AGM to approve a 25 per cent increase in the authorised share capital to 5.33m ordinary shares.

Group turnover for the past year (to May 31 1986) improved from £13.71m to £t5.58m. Textiles timen's underwear. socks and leisurewear) returned sales of £14.42m and pre-tax profits of £909.000.

The present order hook in

this sector is good and the directors said that a stabilising of raw material prices and a lower level of UK inflation Earnings were 12.8p (loss 12.6p) should lead to further profits per share.

L. Newmark as forecast Results from Lonis Newmark, manufacturing businesses where

electronic and precision engineer and watch distributor, for the year ended March 29, 1986 were as forecast at the halfway stage, with pre-tax profits of £1.37m, against £1.24m.

And the dividend is raised by 1p to 14p net, the final being The directors also forecast the profit trend should continue

current orders were still satisfactory.

But on the defence industries side, they said, their long-held caution in regard to the outlook now seemed to be increasingly borne out by events.

Turnover in the year rose from £37m tn £40.3m and trading profit from £2.12m to £2.37m. Tax took £397,000 (£803,000) after this time allowinto the current year, and con-firmed yesterday that in general that bad proved true of the ing for a prior year over-provision of £143,000, to give net earnings of 31p (20p).

BOARD MEETINGS

Į	The Inllowing companies here notified
1	dates of board meetings to the Stock
1	Exchange. Such meetings are usuelly
1	held for the purpose of equaldering
	dividends. Official indications are net
	evailable se to whether the dividends
	divisions shown below are besed
	meinly on lest year's timetable.
	TODAY
- 1	terrime Alzemena Hank Madedand

Interims: Algemane Benk Nedshand, T. Clarke, EBC, Esst Rand Censolidsted, Mrs Fields, INOCO, Tricentiel, Finals: Jos. Wholessle Fillings.

FUTURE NATES

Garfunkels Restaurants	Aug 21	
Home Counties Newspapers	Sept S	
Intelnational Thomson	Aug 20	
Psc-fic Assets Trust	Aug 28	
Pearson	Sept 9	
Ransemen Some and Jeffories	Spot 15	
Ryan International	Aug 21	
Slough Estates	Aug 27	
Supre	Aug 20	
Templeton Galbraigh and	40 m	
Hensberger	Aug 25	
Tenby Industries	Aug 26	
Wilson (Centilay)	Sept 3	
Consulidated Plantations	Aug 30	
Onto Electric International	Aug 21	
Finlan (John)	Aug 20	

You'll find a more profitable location fourth door along the corridor.

L headwest Asyou go you'll find the scenery gets better, the motorway gets freer.

K 18 -

Something else will be happening too. Mile by mile, the price for industrial rent and rates will be getting more attractive.

Finally you'll find yourself in Newport, Gwent amongst some of the most progressive companies and delightful countryside in Britain.

You'll still be about 2 hours from the capital (Or just 93 minutes by 125). For the full story send the coupon

MAKE THE M4 out of London and to Gareth Isaac, Borough of Newport, Civic Centre, Newport, Gwent NP9 4UR or phone 0633 56906. We'll send the Newport Argument by return.

> NAME COMPANY _ ADDRESS -

TELEPHONE: _ The Newport Argument

Get your News early in Köln



Financial Times im Abonnement durch Boten zugestellt.

Näheres erfahren Sie von Financial Times.

Europe Ltd. Guiollettstraße 54 6000 Frankfurt/Main 1 Telefon 069/7598-0 Telex 416193



Get your News early in Frankfurt Sie erhalten die Francial Tanes im Abonnement durch Boten zugestellt Nähenes erfahren Sie von Financial Times, Europe Ltd., Guioffettstr. 54, 6000 Frankfurt/Main 1, Tel. 069/7598-0, Telex 4 16 193

Rustenburg And Platinum Limited Holdings & (Incorporated in the Republic of South Africa) REG. NO. 05.22452-06

The fortieth Annual General Meeting of the Company will be held in Johannesburg on September 9, 1986

Extracts from the Chairman's Statement by Mr G H Waddell.

For the year to June 30, 1986, profit after taxation attributable to shareholders rose by R101.3 million to R258.2 million. This was an increase of 64.6% over that earned in the previous year and as such was again the highest yet achieved as measured in rands. The latter caveat should be clearly borne in mind since those profits, if measured in United States dollars, remain substantially below those earned in 1980 and 1981. Rustenburg is unlikely to be alone in that, and it is a matter of grave concern both for your company and in a wider context for the country, since it is a striking and brutal reflection of the depreciation of the value of the rand vis-à-vis the United States dollar.

This further substantial growth in rand profits during the year under review was due in great measure to the fact that Rustenburg and indeed the platinum mining industry as a whole found itself in the fortunate position where the United States dollar prices for platinum and rhodium were rising at the same time as the value of the rand against the United States dollar was falling. The compound effect of that rombination was that Rustenburg realised average rand prices during the year under review which were at least until now at unprecedented levels. The cause of the rise in the United States dollar price lay primarily in the recognition of the fact that demand exceeded the new supplies to the market from the producers. The origins of the further fall in the value of the rand against the United States dollar—as I write it is worth less than 40 US cents—lay in the myriad of perceptions held by those elsewhere on the policies of our present Government, the growing and real threat of further sanctions and the likely future of this country in the years that lie immediately abead. This present judgement as depicted by the value of the rand must be a matter of the gravest concern to all

Rand revenues from the sale of metals for the year to June 30, 1986 increased, for the reasons which I have just described, by no less than R536.5 million to the highest yet attained of R1599.6 million. As such, revenues rose by 50.5% above the comparable figure of R1063.1 million received during the previous financial

On-mine costs in the aggregate increased by R130.7 million 126.3%) to R028.0 million (1985; R497.3 million). This was a creditable performance in the light of the rate of inflation of 16.97 to June 30, 1986 and a further increase in the level of production.

Profit before taxation increased by R313.1 million (101.9%) to Ro20,5 million 11985; R307,4 million). However, the liabilities for taxation and lease rose by the even greater proportionate amount of R208.1 million to R354.6 million (1985; R146.5 million). That increase highlights the fact that Rustenburg rontinues paying tax and lease at the the marginal rate of 65% which, as I said last year, is inordinalely high given the nature of its business.

The profit after taxation rose by 64.6% to R256.2 million. Earnings per share were therefore 206.1 cents as rompared with the figure of 125.2 cents per share in the previous year. This allowed your Board of Directors to raise both the interim and final dividends by 50% to 52.5 cents and 62.5 cents respectively 1985: 35.0 cents and 55.0 cents respectively).

The Group's holdings of cash and short-term deposits and investments increased to R363.2 million at June 30, 1986 (1985) R233.9 million). The Goup has deliberately strengthened its financial position in recent years in order to be better able both to withstand any substantial decline in the market and even greater competition for sales either from its present or new competitors. The decision in January 1983 to abandon adherence to the producer price should also be seen as part of the policy to put Rustenburg in a belter position to compete

PLATINUM PRICE. The free market price of platinum was US\$252 on July 1, 1985 and US\$431 on June 30, 1986. It in fact case with some minor aberrations steadily throughout that year and the average free market price increased to US\$357 per troy ounce as compared with the average of US\$300 for the previous year. This naturally was a very welcome improvement, though the average free market price has still to recover further before it will have regained its levels of past years. Its improvement to date had its origin in the much better balance between demand and apply which had account the last transfer to the last transfer transfer to the last transfer tra and supply which had emerged during the last year or two. Its momentum was sustained and sporadically increased, par-ticularly in the first six months of 1986, by growing fears overseas unrest and violence and this, of course, lead them to question the ability of the mines to continue to deliver. It is, of course, not easy to come to any even tentative conclusion as to the quantum effect of all these influences upon the price within the context of the increasing demand to which I have already referred. All that can be said is that the prire of platinum in United States dollars continued to rise and this, inspite of the fact that imports of platinum into Japan — where there is a much larger degree of price elasticity than elsewhere — fell during the first five months to May 31, 1986 by 39%. This was in stark contrast to the tale of the previous year and must reflect in significant degree the fact (to which I refer below) that platinum, at least initially after its rapid rise, had become relatively expensive as seen by Japanese investors in comparison to gold. It is something of a comfort that it appears that the pendulum is now swinging back and indeed. in the month of June 1986, imports of platinum into Japan for the first time this year exceeded those of the same month in 1985.

In spite of this substantial decline in demand from Japan, the price per troy ounce, as I have said, continued to improve and this reflected the increased demand in the United States of America and Western Europe. There was also a particularly significant increase in the demand for platinum for investment purposes. The recognition of this increase in demand outside Japan for industrial and investment purposes was strong enough to establish a premium for the price of platinum over that of gold. That premium first re-appeared briefly in August 1985, and despite a temporary disappearance in September, it had by the end of the year established itself with some apparent degree of permaneure and increased to a level in excess of US\$80 an ounre. Indeed, as I write, the premium is just in excess of US\$100. This is no more than is due to platinum which, as I have said before, is much more than a monetary metal in the light of its strategic and other uses in industry where it has a much broader base than gold. It has, however, to be accepted that the characteristics of the platinum market are such that the volatility of its prire both up and down is likely to remain greater than that of gold.

AUTOMOBILE INDUSTRY. The automobile industry within the United States of America increased its production yet again in the year to June 30, 1986, when it reached 8,060,000 automobiles, an increase of L2% over the previous year.

Western European automobile manufacturers have, of course, for years fitted catalytic devices to the cars which they exported to the United States of America to meet the emission rontrol standards in force in that country. They are now beginning to do the same for cars for sale within Western Europe. In Germany, in particular, the number of cars registered as equipped with catalytic devices began to rise rapidly from December 1985 and, as I understand it, the present intention of the West German outomobile manufacturers at least is to continue to increase the proportion of their production fitted with catalytic devices. In Sweden, too, the same is more than likely to happen as that country is to adopt the American 1983 stondards for emission control from model year 1989. In the interim, voluntary acceptance is encouraged by cheaper unleaded fuel and tax incentives. Norway, Switzerland and Austria are three other countries which are going to introduce similar measures

It seems, therefore, that requirements for platinum and rhodium by Western European automobile manufacturers are increasing apace and may well be sufficient to offset any decline in demand from their counterparts in America from the level of 811,000 ounces in 1985 as estimated by the United States Bureau of Mines. Sales of Japanese automobiles worldwide increased by 8.17 to 7,646,816 in 1985. The odditional sales were mainly made in the United States of America and in France Sales of South in the United States of America and in Europe. Sales of South Korean Automobiles within North America also increased

JEWELLERY AND INGOTS. It is both pleasing and encouraging that the best estimate that we have of sales of platinum for use in jewellery in Japan during the year to December 3t, 1985 suggests an increase of the order of 80,000 nunces to about 700,000 ounces. That represents a rate of increase of nearly 13', and that rate of increase has more or less continued as Tanaka's sales of platinum for use in jewellery were 12" higher for the first six months of 1986 as compared with the same period in 1985 and were particularly good in June and July. If Tanaka's experience is typical of the platinum jewellery industry as a whole, it will portray very satisfactory progress particularly at a time when the prire of platinum has been significantly above that of gold, since, as I have said. Japan is the most price clustic of our major markets. For that same reason, sales of kilo bars of platinum to large investors fell substantially in Japan during the first six months of 1986 compared with the same period in 1985, as indeed did sales of platinum to industry, where it seems likely that stocks of platinum built up at lower prices were to some extent

Further progress was made in the Federal Republic of Germany where in calendar year 1985, as a result of the improvement in the economy, platinum continued to improve its niche relative to the jewellery market as a whole, indeed, the latest estimate for the first four months of 1986 is enrouraging and shows further increases of sales of platinum jewcllery of 15% in the number of pieces, 21% by value and 30% by weight over the same four months in 1985.

The increase in the level of investment in platinum, particularly in the United States of America, via the media of ingots and small bars were substantial and more than balanced the decline in the demand from other sectors (to which I have already referred). I rather suspect that this is, at least prima facie, evidence of another sphere of price elasticity which, though not without risk, is to be welcomed. Our best estimate is that during calendar year 1985, the worldwide offtake of platinum for investment in ingots and small bars more than doubled and that the momentum may well have increased during the first six months of 1986.

INDUSTRIAL DEMAND. The latest available figures from the United States Bureau of Mines relate to the quarter which ended on 31 March 1986. These depict substantial growth overall in that period within the industrial demand from consuming industries within the United States of America. In fact, the Bureau of Mines estimate is that the increase in consumption of platinum during that period was 32.4% to 406,814 ounces (1984: 307,227 ounces).

In Japan, our best estimate is that Industrial demand in 1985 probably was similar overall to that of 1964 with most industries showing either small increases or decreases. Demand fell significantly in the first six months of 1986 as the price rose in United States dollars, but not of course to anything like the same extent in yen. It seems, too, that the comparable figures may be somewhat distorted by the unusual level of reported purchases by the Japanese automobile industry at the beginning of 1985. In Western Europe I he picture in 1985 as compared to 1984 was very similar to that of Japan in that these mixed fortunes for the various industrial uses of platinum resulted in no change of significance overall.

MINING AND REFINING. There were again a number of new developments of considerable importance at the mines during the year to June 30, 1986. At Union Section an increased tonnage was mined and processed from the UG2 reef with results that more than matched expectations of the likely levels of recovery. This, of course, augurs very well for the future exploitation of this reef as and when that becomes desirable as UG2 is found as extensively as the Merensky Reef throughout Rustenburg's mines. Also at Union Section an experiment on the appropriate scale into the viability of trackless mining has been initiated. If proven successful, it will have profound implications for Rustenburg's mines.

A number of new productivity records were established on the mines during the year under review and the introduction of technological innovations resulted in significant financial benefits. It is very pleasing that Rustenburg, Union, Amandelbult and Atok all retained their five star status under the International Mines Safety Rating scheme administered by the Chamber of Mines.

Shareholders were informed on June 11, 1986 that the decision has been taken to proceed with the construction of a new precious metals refinery which would have the capacity to refine in excess of Rustenburg's current rate of production of platinum group

It is estimated that the full escalated cost will amount to the order of R230 million. It will, of course, be based on the Solvex process which has been proven at the large-scale pilot plant at Royston.

During the year under review, the precious metals refineries at Royston and particularly at Wadeville, together with the base metals refinery at Rustenburg, operated satisfactorily.

PROSPECTS. The company is in a sound financial condition and the demand for platinum and platinum group metals continues to be satisfactory. Like the year just past, the main arbiters of Rustenburg's results for the year to June 30, 1987 will. herefore, remain the prices received in United States dollars and the value of the rand vis-a-vis that currency. If both the current level of demand and the rand prices obtained in July continue, then Rustenburg's profits will again increase.

> G H WADDELL, Chairman August 1, 1986

> > ア・ベン

Copies of the Report and Accounts, which include the full Chairman's Review, are obtainable from the London Secretaries; Barnato Brothers Limited, 99 Bishopsgate, London EC2M 3XE.

SYMONDS ENGINEERING p.l.c.

The thirty-ninth Annual Meeting of Symonds Engineering pl.c. was held on 14th August in Enfield, Mr. G. A. Rowley (Chairman) presiding.

The Accounts have shown an increase in turnover from 23,527,344 for the previous year 1984/85 to £3,721,758 for the year 1985/86. The net trading profit before tax is £37,433 compared with £72,662 for the previous year. There is also an additional extraordinary profit before tax of £109,569 realtsed from the sale of investments.

Although the trading profit for 1985/86 is extremely disappointing, mainly due to a lack of increase of turnover in the second six months of the financial year, the action taken to create a broader base in certain areas of our industrial activity is now supported by a much improved order intake.

The turnover for the first three months of trading has shown a marked improvement as compared with the same period last year and, coupled with an overall strong order book, we face the year 1986/87 with the hope that we shall be able to use our manufacturing capacity to the full.

A final Ordinary Dividend for the financial year ended 31st March 1986 of 12:25% (1985-12:25%) making a total dividend for the year of 18.25% was approved.

McKAY SECURITIES **PLC**

PRELIMINARY ANNOUNCEMENT (ABRIDGED)

Gross Rents and Service Charges	1986 1986	198ā £'000
Gross Rents and Service Charges	E.000	£,000
Receivable£	4,804	£4,312
Profit before Tax	<u>4,546</u>	£1,490
Proft after Tax £	1,910	£1,583
Earnings per share	7.2p	6.1n

cerried but on 31st merch 1300 which showed a turplus of £1,637m. This surplus has been credited to Espital Reserves. Annuel Generst Meeling to be held at 20 Perkeide, Knightsbridge, London SW1, 9th October, 1988, et 12 noon.

Assent to arbitration need not be written

ZAMBIA STEEL & BUILDINGS SUPPLIES LTD v JAMES CLARK & EATON LTD

Court of Appeal (Lord Justice O'Coonor, Lord Justice Ralpb Gibson and Sir Denys Buckley):

clause contained in a con-tract made partly orally and partly in writing is an "agree-ment in writing to submit to arbitration" hinding on both parties, though one did not give any written assent.

The Court of Appeal so held whee allowing an appeal by James Clark & Eaton Ltd, defeodants, from Sir Neil Lawson's refusal to grant a stay of proceedings brought by the plaintiffs, Zambia Steel & Buildings Supplies Ltd.

Section 1 (1) of the Arbitra-tico Act 1975 provides: " If any party to any arbitration agreparty to any arbitration agreement ... commences any legal proceedings ... against any other party to the agreement ... any party to the proceedings may ... apply to the court to stay the proceedings ..."

Section 7: "Arbitratioo agreement means an agreement in writing to submit to arbitration ..." LORD JUSTICE O'CONNOR

said that the defendants sold a large quantity of sheet glass to the plaintiffs, a Zambian com-The plaintiffs complained

that the glass was damaged dur-ing shipmeot. Oo August 26 1983 a writ was issued claiming damages for breach of coo-

On October 17 1984 the de-fendants moved to stay the pro-

The evidence was that in September 1976 that plaintiffs' of a large quantity of glass. The defendants sent a quotation dated October 11.

Below the quotation, in print, the document stated: "Quota-tions are made on our terms of husiness printed overleaf." On the back the terms of business included a term ". disputes on the contract to be settled by arbitration in England according to English law . . ."

In response, the plaintiffs sent the defendants a purchase order, repeating the quotation verbatim. No conditions were attached.

Negotiations continued as to quantities and price. There was a revised quotation on the same form, and an amendment to the purchase order. Matters then went to sleep while a letter of credit was being arranged.

Then, in early May 1977 the defeodants went to Zambia and defeodants went to Zambia and negotiations were conducted around a quotatioo of May 2, which was again on the proforma. It took several days of oegotiatioo before agreement was reached. Finally, the contract was made on the basis of the May 2 quotation, which expressly iocorporated the arbitration clause.

That was the evidence as to formation of the contract. Sir Neil Lawson found, quite properly, that there was no concluded agreement until May 1977. He said the quotation of

That was not a sufficient finding. It was necessary to decide whether the terms on the

section 7.

Sir Neil concluded that though the actual arbitration clause was in writing, it was necessary to show by some writing that the plaintiffs had assented to it for there to be a binding contract.

He fell into error in so noing. Examination of the authorities showed that if a document with an arbitration clause in writing formed part of a contract between the parties, one party's oral assent to the contract was

Hattersley 3 Fost & Fin 116, a case under the Common Law Procedure Act 1854, which required submission to arbitration to be io writing, showed that where assent to written lerras could be inferred from the conduct of the party, that was sufficient to satisfy the statute.

In the Saint Raphael [1985]
1 Lloyd's Rep 403 Lord Justice
Lloyd said that "to be a written
agreement to arbitrate it is unnecessary for the whole of the contract, including the arbitration agreement, to be contained in the same document. It is sufficient that the arbitration agreement is itself in writing; iodced it is sufficient if there is a document which recognises the existence of an arbitration agreement between the parties."

He held that an arbitration 1977. He said the quotation of agreement need not be signed May 2 constituted a new invitation to treat. No documents emanated from the plaintiffs as document or documents in a result of it. There were conversations and a contract was entered into

September 1976 that plaintiffs' doubt on the evidence that they ageots approached the defendants with regard to the supply

The question therefore was cases did not require subsewhether there had been an quent written acknowledge-agreement in writing within ment of an arbitration clause contained in a document which was part of the agreement.

Once it was clear that the document formed part of the agreement formed part of the agreement of section 7 of the Act was salisfied and there was a binding agreement to arbitrate.

The endorsed terms of business contained in the quota-tions thus became a written record of the terms to which the parties were assenting and a confractual document, part of the ccatract.

For the picintiffs: Nark Potter OC and Charles Gibson (Field Fisher and Marlineau), For the defendants: Stanley Burmon QC and Michael McLaren (Slaughter and May).

By Rachel Davies Barrister

THESE REPORTS are published in volume form with the fendants moved to stay the proceedings on the ground that there was a bindiog arbitration of the Arbitration Act 1975. That was not a sufficient find.

It was said in the present case that there was nothing in write the use, 63. Kiogsway, London ing after the cral negotiations with the subscription details contact there was nothing in write the use, 63. Kiogsway, London ing after the cral negotiations with the full texts of judgments. For submit, "

Submit,

Helpful boost to unitisation drive

FOR YEARS the Stock Exchange has resisted pleas from stockbroking firms to permit the dotation of property tampanes owning no more than one building. The ootion of a solitary egg in a single basket was too much for the risk averse folk in Throgmorton Street to company to soons.

But not any more, it seems, This week the exchange confied and there was a binding agreement to arbitrate.

The defeadants were entitled to a stay. The appeal should be allowed.

LORD JUSTICE RALPH GIBSON, agreeing, said if the lem containing the agreement to submit was incorporated in a document and it was proved that the party was bound by an agreement which included the terms of that document, no further proof of the agreement to submit was required.

SIR DENYS BUCKLEY, also agreeing, said that the contract was partly unwritten and partly in writing. The agreement to submit was required.

further proof of the agreement to submit was required.

SIR DENYS BUCKLEY, also agreeing, said that the contract was partly unwritten and partly in writing. The agreement to arbitrate was a term in writing of the agreement which the parties entered into.

The agreement which the parties entered into.

Out being subject to corporation that is instance, is born of realism. Having seen much trading in leading equity shares slope off to New York, and having watched Go'dman Sacbs and Baring Brothers float the oew office block at Billieuters. Brothers float the new office block at Billiogigate on the Luxembourn exchange, the Stock Exchange could hardly bave allowed a potentially interesting new securities market slip through its fingers. By seizing the opportunity it has also given a helpful boost to the move in unitise iodividual properties — and, more specifically, to the form of unitisation promoted by County Bank and Richard Ellis.

So much the better for them.

So much the better for them. for this is a handwagon that needs all the help it can get. The basic idea behind the

Key defence against sceptics is that market research has produced an

encouraging response

tion is to introduce liquidity to the property investment market by breaking up lumpy lovest-ments into smaller pieces. The resulting securities would then be more saleable to investors in a secondary market.

This clearly has great appeal for all those who are saddled with inconveniently large iovestments. Whether it has the same appeal for investors is another matter. "A lemon" was the succinct veroict of one well known property entre-preneur to whom I spoke this

Mr Kelfh Faulkner bus been appointed northern region director of the beating and air consistency of the basis of the beating director of the basis of t and institutional investors keen to underwrite the ioltial launch of four or five properties in a pre-placing at the eod of this

> The properties will be of different types and yields but will probably all be valued to the £30m£50m range. The sale of a 30 per ceot to 40 per cent ioterest could thus raise, say £50m or £70m for the say, £60m or £70m for the veodors. If the Pincs theo found a ready demand from

The Stock Exchange's agreement to consider lying property investment market in the property investment market. And unless the underlying property investment market in the property in a way that it has not bubbled state the 1970s, the new property units will trade at a discount. Everyone will then recognise that notice. property investment market, writes John Plender will then recognise that unities the provided the period solution to the problems of would be sellers but not to the problems of property shy investors. The excitement will fade away.

sell more in the market. The bope is toot by iotroducing the magic ingredient of liquidity, the paper would trade at a lower yield (and thus a bigber price) than the one implied by the initial placing price, which would be based on a cooventional valuation reflection the poor marketability of an oversized property.

the scepties is that market research has produced an encourging response. About 46 per cent of a sample of 153 companies, investment institutions and advisers were found by a research offshool of Valin Poller to consider themselves likely investors in Pines given an active market.

Weil, maybe. But any potential seller would not wish to gire a response that would discourage others from bringing liquidity to the property market, just as the 20 underwriters lined up by County Bank and Richard Ellis may well feel that it is worth paying a modest price for their own particular reasons.

Note, too, the important caveat about an active market, which points to a chickeo and egg problem. If investurs are woried about liquidity, they may not come in; if they do not come in ibere will not be much liquidity. Equally important, trading will take place initially on the hasis of brokers matching buyers and sellers: Nohody expects genuine market makers to step in to quote two-way

ever, it may be rather different. Coosider the reasons why

investment trusts and property lovestment companies have tra-ditionally traded at a discount on the stock market. In part, the discount reflects the oeed to make a deduction for capital gains tax against the value of the investments—a factor which is not relevant to Pincs. But it also reflects doubts about the overall liquidity of the portfotio and about manageBoth these things matter greatly in the case of unitised property. For a start, investors are being asked to buy on the basis of the valuer's opinion.
Valuation is an art, not a
science; and the risk inherent
in the valuation process is, by
definition, not being spread over a number of properties in this instance. So it is magnified.

Many of the target investors Another key defence against for Pincs have also learnr to the sceplies is that market retheir cost that the valuations of individual properties in their portfolios have rarely stood up, in recent months, when the property has been affered in the market. They may well suspect that the valuation will err on the side of optimism and look for a discount to the price of the Pinc to compensate.

Smaller institutions, which are the ooes expected to bring the net cash inflow to the marthe net ass inhow to the hard the, may also look askance at claims made for the liquidity of unitised property. If they have experienced the problems of trying to sell pension fued property units over the past two or three years, they will take some convincing.

As for the management of the property, many of the investors sounded out by Ellis and County

Bank like the idea of being pas-sive investors, leaving rhe task to the vendor who continues to hold a majority interest in the property. Others take a less lazy view. Having discovered the importance of good management in the property market shake-out of the 1980s they worry about being minority investors in a sabilete whose management is to step in to quote two-way vehicle whose management of step in to quote two-way vehicle whose management of step in to quote two-way vehicle whose management of step in the majority. The majority the prices until later, at best. Eveo theo, it is a moot point how much liquidity they will provide, giveo that it is not easy to trade in any size today io the shares of quoted companies capitalised in the £10m.£50m raoge.

And where outside investors own the majority, the worry is about finding and keeping good, entrepreneurial-style management for what has become a predominantly institutional investment.

come a predominantly instituraoge.

The biggest questioo mark,
however, concerns the initial
willingness of investors to take
Plocs at the valuer's estimate of
the uoderlying worth of the
codividual property, before it is
left to the stock market to
arrive at its own fodependent
valuation of the units in day-today tradiog.

In theory, the initial price
should he attractive to investors hecause the property
would be valued at a discount
to a smaller, more marketable
investment of otherwise comparable quality. By turning the
over-sized property into a more
marketable commodity, that
discount should, it is argued,
be eliminated. In practice, however, it may he rather different. bered that they are entitled to go down as well as up.

My own hunch is that County

This is in no way to denigrate the work dane by the promoters of Pines. To have found an investment vehicle that avoided investment vehicle thal avoided corporation tax and capital gains tax and which did not require legislation to set it in motion was a notable achievement. Ferhaps it will find other uses in one-off traits actions. The credit less chiefly with Mr Neil Sinclair of solicitor Berwin Leighren. Ellis and Country have also stolen a march on their competitors, most notably the group under most notable the group under Mr John Barkshire, which took forward the original proposals mooted last December by the report on unitisation put out by the Royal Institution of Char-tered Surveyors.

The Government is to give the Barkshire plan, which involves a simpler form of ownership, the green light in its Financial Services Bill. But it would be difficult, in view of the bill's timing, to float any-thing much before mid 1967. And since the Stock Exchange is now interested in coming in on the act, there is not much point in establishing a market from scratch. The question now might be whether it is worth continuing to promote

Trying to find those who took shares in Billingsgate has become a favourite sport in the City

gards as an inherently superior investment vehicle for use on the Stock Exchange in competitioo with Pines. As for Billingsgate, this was

always best regarded as ao un-usual investment with an individually tailored capital structure. Those who took the shares are alleged to be rare birds: trying to find them has become one of the City's favourite sports. What can be said is that the Stock Exchange offers a more credible market plece. Those with long memories may recall that it was to Luxenbourg that the ICI peosion fund retreated in more buccaneering days to undertake joint ventures with the (now fugitive) financier Mr Judah

And by way of a postscript, what is so new about unitisation anyway? It is only in recent years that the Stock Exchange has excluded single asset property companies. The Old Corn Exchange building in the City Bank and Ellis will choose a was owned by a single company handful of splendid properties until British Land took it over to unitise in order to give the market the best possible chance to get off the ground. The underwriters will, in the early stages, do their stuff. The promoters will theo do their best to ensure that the after-market is reasonably active.

But 10 due course secondary until British Land took it over in the 1970s. If memory serves, which developed BP's City office block, was to all intents and purposes a single asset company. Perhaps the real novelty lies chiefly in the way that Richard Ellis is now set to become a member of the Stock Exchange. But io due course secondary member of the Stock Exchange, property will creep on to the Next stop, merchant banking?

6 N. Vill

APPOINTMENTS

Smiths Industries strengthens board Sir Peter Thompson, executive chairman of Hawker Siddeley Frost, woo succeeds Mr Peter Lloyd's broker JARDINE GLAN.

Sir Peter Thompson, executive chairman of National Freight Consortium, and Mr Neil McGowan Shaw, chairman and chief executive of Tate and Lyle, join the board of SMITHS INDUSTRIES as ooo-executive directors from September 1. Earl Jellicoe will reture from the board on August 3L.

Earl Jellicoe will retire from the board of August 3L

Mr Nicholas Covingtoo of the Department of Employment has been appointed director of the board of GOTHIC CRELLON as a coo-executive director. Among his directorships, Mr Hooker is considered of Employment has been appointed director of the OFFICE OF MANPOWER ECONOMICS from September 1, in succession to Mr Ronald chairman of Dubiller, Radyne, Sarasota Techoology, Thos. Storey, Henry Sykes, and is a director of Hambros Industrial Management, Melville Technology and Airship Industries.

**Enllowing the acquisition of the Department of Employment has been appointed director of the OFFICE OF MANPOWER ECONOMICS from September 1, but not been appointed director of the OFFICE OF MANPOWER OFFICE OF MANPOWER SCONOMICS from September 1, but not been appointed director of the OFFICE OF MANPOWER OFFICE OF MANPOWER SCONOMICS from September 1, but not been appointed director of the OFFICE OF MANPOWER OFFICE OF MANPOWER OFFICE OF MANPOWER SCONOMICS from September 1, but not been appointed director of the OFFICE OF MANPOWER OFFICE OF MANPOWER OFFICE OF MANPOWER SCONOMICS from September 1, but not been appointed director of the OFFICE OF MANPOWER OFFICE OF MANPOWER SCONOMICS from September 1, but not been appointed director of the OFFICE OF MANPOWER OFFICE OF MANPOWER OFFICE OF MANPOWER SCONOMICS from September 1, but not been appointed director of the OFFICE OF MANPOWER OFFICE OF MANPOWER OFFICE OF MANPOWER SCONOMICS from September 1, but not been appointed director of the OFFICE OF MANPOWER OFFICE OFFICE OF MANPOWER OFFICE OF MANPOWER OFFICE OF MANPOWER OFFICE OFFICE OF MANPOWER OFFICE OFFICE OFFICE OFFICE OFFICE OFFICE OFFICE OFFICE OFFICE OF MANPOWER OFFICE OFFIC

Following the acquisitioo of The Country Gentlemen's Association, Mr P. D. N. Earle and Mr R. W. Denham have been appointed to the board of FREDERICKS PLACE HOLD-INGS. Mr R. H. S. Cattle has been appointed group floance director from September 1. Mr S. A. Geldsmith, Mr M. Kinney, Mr J. H. Seymonr and Mr D. S. Ridont have been appointed to the board of The Country Geotle-men's Association. Mr K. C. E. Raw has retired. Mr J. A. Lyttle-ton has been appointed to the board of F.P.G., the group's corporate fioaoce subsidiary.

Mr Michael Thorold - Palmer has been appointed a directory of NEWSPRESS. Since 1980 he has been public affairs manager of Fiat Auto (UK).

MONENCO ASSOCIATES, Bristol, bas appointed Mr Keith Marsball, Mr Brian R. Roberts and Mr Denis S. Stephens as executive directors.

APPLEYARD GROUP bas appointed Mr Michael Williamson as chief executive from August 18. He was managing director of Pascon.

The following board changes bave been made at YORK MOUNT GROUP: Mr Neil Balfour, managing director of York Trust, has been appointed chairman, and Mr A. M. S. Pickering, chief executive of the West Yorkshire Enterprise Board, Mr K. M. Mellors, executive director of York Trust, and Mr M. C. Cowen, a pariner in Booth and Co., a Leeds firm of solicitors, join the York Mount board, Mr H. Turptn remains an executive H. Turpin remains an executive director, together with Mr J. F. Sanderson. Mr F. G. Mulryan and Mrs L. J. Turpin have

Further to the formation of NURDIN AND PEACOCK CASH AND CARRY the following appointments have been made from within the company. Mr Geoffrey Beer becomes director approaching for customer and Geoffrey Beer becomes director responsible for customer and external affairs and Mr Ken Harris (at present general manager at Nuneaton branch) personael director designare. Three branch geoeral managers, Mr Stuart Badman, Brighton; Mr Matcolm Carter. Wimbledon; and Mr Brian Fescott, Cardiff, who will remain in their present will remain in their present positions, are made associate directors. Mr Geoff Monk, with respoosibility for company advertising, is also made an associate director.

Mr T. W. B. Sallitt, a HAWKER SIDDELEY GROUP director, has been appointed to the boards of Hawker de Havilland, Hawker Pacific, Hawker Siddeley Engineering, and Noyes Bros, all Australian-hased Hawker Siddeley companies. Mr B. S. Price has been appointed deputy chairman of Hawker de Havilland and

Engineering and Noyes Bros.
Mr J. B. Hattersley has beeo appointed managing director of Hawker de Havilland while Mr A. Carolan bas beeo appointed director/general manager, Melbourne.

Mr C. Howard Rigby has been appointed director and chief executive of LINFORD BUILD ING, construction subsidiary of FF & E. V. Linford.

BELLWAY (NORTH EAST) bas appointed Mr Alistair Lettch as financial director. He joins from Bellway (Scotland) where be was also financial director.

UNICHEM bas appointed Mr Jeff Harris as finance director. He was chief financial officer.

Mr Gary Heyman has heeo anoointed production director of CAST FILM PRODUCTS, polypropylene film manufacturing division of the Viking Packaging Group. He was general

DATA CARD (UK) bas appointed Mr Harry Gibson as managing director. The new managing director. The oew post is created to bring together the previously separate operations of sales, service and manufacturing. Mr John Amies becomes new business development director of Data Card

TRANSATLANTIC INSUR-ANCE HOLDINGS has appointed Mr E. P. Greenfield and Mr M. Rapp as noo-executive directors.

Mr Greenfield is a former executive director of the Guardian Royal Exchange and Mr Rapp is executive deputy chairman of Capital & Counties real estate the directory of the group. Mr. subsidiary of the group. Mr Donald Gordon bas been appointed chairman of Trans-Atiantic and Mr Keith Walits

THERMALITE has appointed Mr Bob Jones as marketing

Mr Simon Shearer has been appointed administration manager in the new business department of STANDARD LIFE in Edinburgh. He was assistant pro-jects manager [systems].

Mr Philip Robinson has been appointed group finance director of ATLANTIC COMPUTERS. He joins from BSR International, where be was group finance director. Mr Warren Palmer becomes executive director, corporate development He previously held directorships in the European operations of Memorex and Recognition Equipment.

At SOUTHEND STADIUM Mr. Maleoim Dagul bas taken over as chairman from Mr. Simon C. H. Watson who has resigned from the board.

MOULSON CHEMPLANT has appointed Mr Stephen Coombs as a director.

The ABBEY LIFE GROUP bas appointed a new director with overall responsibility for the has been appointed deputy chairman of Hawker de Havilland and Hawker Pacific, and will become chairman of these companies on January I, 1987 wheo Mr R. Mingsford-Smith retires. Mr Price has also been appointed view of the group's innvestment of the group's assets, which exceed £2bn. Mr Alan J. Frost joins the company of Control of Control

seas and marketing department. He joins from Titel export sales division of TI Transport Equipment where he was general manager.

Mr Henry Samnels has been appointed managing director of TAYLOR NELSON FINANCIAL, financial market research divi-sion of Taylor Nelson. He has been with the company since

Mr Stephen Cope has been appointed a director of the insurance marketlog division of

VILL (UK), His special responsi-hillings include the national co-ordination and marketing of liability and professional indemnity insurance for major corpo-rate clients. He was a director of Willis Faber's UK division lo

Mr S. J. Reeves has been appointed general manager of PRG ENGINEERING (UK)

Mr Kelth Faulkner bas been appointed northern regioo director of the beating and air conditioning division of SULZER BROS. (UK). He joined Sulzer Bros. (UK) in 1957.

Mr Roger Colomb has been appointed deputy managing director of TEXACO, Loodon, with responsibility for fooancial, legal and information services. He will be returning to the UK from the Netherlands where, sloce 1982, he bas been managing director of Texaco Olie Maatschappij.

TEMS.

HOPOSE AND LINE SHE SEPRENCE TEMS.

HOPOSE AND ENERGY SHE STEPHEN TEMS.

Mr David Hobsoa bas beeo appointed a part-time member of the BUILDING SOCIETIES COMMISSION and Mr Gerald Watson becomes deputy chairman and a full-time member of the commission. Mr Hobson retired as senior partner of Coopers and Lybrand in 1983, and has been a part-time unpaid member of the No 10 Policy Unit sloce then. Mr Watson was bead of the social services group in the Treasury.

Prestige OFFICE BLOCK Central Northampton

SUITABLE FOR BANK OR INSURANCE COMPANY GROUND FLOOR:

4,500 SQ FT PER ANNUM: £45,000 4,200 SQ FT PER ANNUM: £21,000 4,000 SQ FT PER ANNUM: £10,000

£76,000 WILL SPLIT

Walk in Safe — Sprinkler System — Heating System Super position with plenty of parking Iadustrial areas adjacent if required. Cootact: TOM PEARSON / FRANK NUTTALL Tel: 0604 52461

100% IZA PROJECT SE ENTERPRISE ZONE INVESTMENTS FOR SALE Initial Rental Guarantees

PROJECT COMPLETION **MARCH 1987** Packages from £55,000 to £1,250,000 Write Box 76332, Financial Times 10 Cannon St. London ECAP 48Y COMMERCIAL AND INDUSTRIAL PROPERTY ADVERTISING APPEARS EVERY FRIDAY

For details telephone

Gerrard Rudd

01-248 0769

ALBWYCH, WCZ. S.114 sq ft. Superb http://fitted-office-suite. S mins. Holborn Tube. Prestige building. Low rates! Taylor Rese, 01-491 1607.

Auctions

AUCTION SALE 23rd SEPTEMBER, 1986

27 HOLLAND PARK, LONDON, W8

FREEHOLD MANSION HOUSE Largely vacant- for Investment/Refurbishment (Joint Auctioneers Marsh & Partners Tel: 603 1189) CAMDEN TOWN, LONDON NW1

Super position with plenty of parking investment for further development and refurbishment For details phone: Simon Riggall CONRAD RITBLAT & CO. Tel: 01.935 4499

City Office Freehold for Sale with vacant possession



Offers in the region of £2.75 million are invited for the freehold interest of this 4,220 sq ft air-conditioned office building



Blackwell House Guildhall Yard, London EC2V 5AB

CAR PARK WANTED

International Company with very sound financial base URGENTLY REQUIRES CAR PARK FOR BETWEEN 200-400 CARS

IN CENTRAL LONDON,

but other areas considered Leasehold or Freehold

Write Box T6380, Financial Times 10 Connon Street, London EC4P 4BY

Phillips & Drew Real Estate

Phillips & Drew Real Estate has been established to advise public and private sector clients on property financing and related matters. Our services include:

- fixed, variable and index-linked funding
- securitisation
- lease financing
- project consultancy public and private sector
- partnership arrangements joint venture schemes

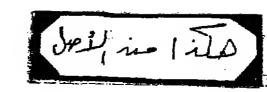
Please contact: Nigel Wright Bruce Mew Rob Randall

Telephone: 01-638 9126/7/8 Telex: 291163 Fax: 01-588 9412 120 MOORGATE, LONDON EC2M 6XP

Phillips & Drew is a member of the Union Bank of Switzerland Group

ABERDEEN CITY CENTRE 12 MILES IN 35 ACRES AN ELEGANT PERIOD COUNTRY HOUSE HOTEL 4 35 ACRES AN ELEGANT PERIOD COUNTRY HOUSE HOTE
GOCKTAIL BAP, Gining Room (40+), Function Room, Contarence Stites,
16 Letting Badrooms (41 P.F), Lateure lacinities. Current to (*50,000
SUPERB OFFORTUNITY FOR PROFESSIONAL HOTELIER TO
OEVELOP FURTHER
Offered on 10 year innover, Republic 20,000 p.a. Ingeling 150,000
Joint Agents: Bell-Ingram, Glosgow
ROBERT BARRY & CO
71 South Charlotte Street, Edinburgh EH2 4AS - 031-225 2944

CITY FRINGE, S7-63 Strutton Street, EC2.
S.500 to it attractive office building.
Own ample private parking, Vacant possession Freehold £780,000, Tc/;
COTES #1470 Freehold £780,000, Tc/;



Financial Times Friday August 15 1986

LONDON RECENT ISSUES

	Latest Renner	_	<u> </u>								
蝉	Application of the Person of t		966].	Stock	Closing	+ or		Times		
	-Date	High	Low			Price	-	Dne.	Cav'd	Yield	Patic
F.P.	59	171	165	Atato	& Hutcheson SOp	171	+1	bd 5.25	2.9	43	11.4
F.P.	15/8 22/8	127 142	108 ·	@Alre	orung Group 10p _ ia Sec Homes 10p	10B 140	-1	5.4 R1.63	2.8	7.0	7.1 17.3
F.P.	22/8	125	127	2012	t Coen'ting Equ 50 J	120	<u> </u>	R4.9	50 23		10.9
F.P	848	71		9888 970	Design Grp Sp			11.0	4.2	l 20	16.8
F.P.	158	158	145	48ea	rerco 5p	150			27		17.1 11.9
F.P.		53	4	Bertra	erns fow, Tst	45		_	-	I —	
F.P.		147	128							1.1	10.5 19.7
F.P.	18/7	115	85	#C'be	II & Acertairona So	88	-2	43.9	1.91	63	11.5
	68		1,61%	4 Carp	otech 10p		<u></u>	820	24	4.5	12.7
FP.	47	85	74	Child	Med C.ITELS	25	1-2	1 22	4	2	20.7
	187	170	15			103		L4.75	1.5	6.5	14.1
	120	100	133	4Colle	NTT TVARTADES	50 112	-2	92.7	34	1.	123
F.P.	—		134	eF.4	H Group 10ρ	136	-1	L4.76	2.5	4.9	112
				S T 1	Cher Derys S. 5p . Management 1n	72		125	1.9	4.9	15.3 16.8
F.P.	25/7	164	150	Cathe	le Corp:	161	l	115.3	22	4.6	10.3
	15/8		년 왕				+4	620	27	43	122 127
	15/8	252	214	- SHed	Nea Food 5p	2212			28	3	16.2
F.P.	29/B	537	130	JF Pa	cific Warrant S.A.	3612			=	[=	
F.P.	13/8	160	157			160		_		{=	1=
F.P.	15/8	-90	80	4446	Cash & Carry		-1	u3.5 5	21	62	8.9
	298	516	427	More	ing Dev. 500	98 438	+2	R3.13		155	9.42
F.P.	298	34	32	100	kech 10	32	 	_	I —	1 —	<u> </u>
F.P.	29/8		332	St. D	end's toy. Tst. Inc	114			133		11.2
F.P.	29/8	77	75	. 0	o Cap	76	{	_	<u> </u>	i —	-
			1148	45m2	Mbone 100		·	120	157	119	114.9
F.P.	N8	106	98	25pa	ce Pleadag 10p	98	J.,	R1.8	3.4	26	16.0
F.P.	21/8	號	1 137	TV-	am 100	150): <u>::::</u>	R5.75	12.6	54	100
F.P.	B/B	148	116	Tenb	50p	146	l	u4.0	2.6	3.9	11.3
								R35	22	138	131
F.P.	22/6	68	65	Unite	ck 20p	66	}	1.98	2.7	4.2	12.5
F.P.	=	100	95	Wels	L Consortium 2.1 6 Ind. 14v. Tst. 5p	100	1	_	-	!	-
F.P.	22/6	112	100	Wind	SPECOT 5P	105	+2	s3.25	2.3	4.4	14.2
ED	IN	TER	EST	ST	OCKS						
			196	6		Stock					+ or
			High	Law							-
F	Р.		155	135	Authority Inn. 8%	av. Ues. 1	n. 200	6-13	1 - 3	140	
7 E	25	1779	27%	25%	Bankers for, Tst. 10	2% Deb.	2016.		1 2	¥5.	-~==
D F.	P.	-	992	991	Elect & Gen. lev. 10	W Deb.	2011 .		9	2	
9. £	40		40	3612	Estates & Gen. 114	% 1st Deb	2018			37	,44111
1 7	= {	410	25	294.	SE Paritie Warrest	SL MORL [S. A. Pref	en. 20	TO	,	20	.,
3 2	25		26 I	12	Land Securities 109	- 24. Mee	L Deb.	25) 1	8	-1
73 E	<u> </u>	24/9	2002	20% 99%	Lon, Shop Prop. 105 Nationalis 1716-4-2	5 ISL Mo	rt. Deta	2026	10	O'A	
17 E	25 2	4/10	25le	234	Do 32	IL Lr. 202	21		.1 2	43.	
I F	.P.		100	100	Do 1049	17/8/87			1 10	04	+14
H NR 30/9			Soom	5opm	Rea Bros. Group 8.6 Scantronic 5.75% C	% Com C	DV Pri		1 15	1041	T16
	FRANCE FR	F.P. 288 F.P. 298 F.P. 187 F.P. 187 F.P. 187 F.P. 129 F.P. 298 F.P	F.P. 88 138 F.P. 577 44 F.P. 88 147 F.P. 1877 115 F.P. 1877 115 F.P. 1877 115 F.P. 1978 135 F.P. 1979 114 F.P. 1971 100 F.P. 1971 104 F.P. 1971 105 F.P. 2978 137 F.P. 1978 137 F.P. 2978 137 F.P. 1978 137 F.P. 2978 137 F.P. 297	F.P. 88 271 88 F.P. 289 8158 145 F.P. 287 44 38 F.P. 88 147 128 F.P. 197 115 85 F.P. 287 44 13 128 F.P. 187 110 15 125 125 127 128 149 128 129 129 129 129 129 129 129 129 129 129	F.P. 228 71 88 988 F.P. 158 158 145 48cm F.P. 158 158 145 48cm F.P. 257 44 38 48cm F.P. 257 14 38 48cm F.P. 1877 115 85 47cm F.P. 1877 115 85 47cm F.P. 1877 110 125 125 47cm F.P. 1877 110 125 125 47cm F.P. 1877 110 125 125 47cm F.P. 129 114 111 47cm F.P. 158 150 157 150 6athr F.P. 158 257 23b 157 47cm F.P. 158 257 23b 156 43cm F.P. 298 57 23b 156 43cm F.P. 298 120 110 150 157 150 150 150 150 150 150 150 150 150 150	F.P. 208 17. 08 9888 Design Grp 59. F.P. 158 158 145 9824 167 59 98 988 988 988 98 98 98 98 98 98 98 98	F.P. 228 71	F.P. 288 71	F.P. 288 71	F.P. 228 171 88 988 Design Gro 59 120	F.P. 289 71 68 87 71 68 9638 Design GP 59 — 70 11.0 4.2 2.0 9638 Design GP 59 — 70 11.0 4.2 2.0 9638 Design GP 59 — 70 11.0 4.2 2.0 9638 Design GP 59 — 70 11.0 4.2 2.0 97 97 97 97 97 97 97 97 97 97 97 97 97

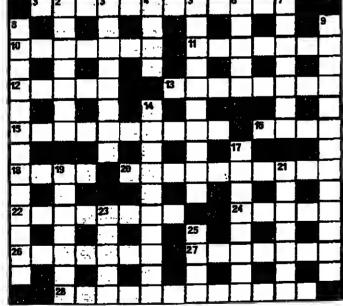
Nil Nil	Date	High 31 ₂₀ m	Low .	Aesoc, Brit. Eng. Ip	Р	
Nil	1949	31 _{20m}	21-am	Anna Onk San Ja		_
	100				21 ₂₀ m	
		14pm	i 4pm		1 _e pm	4
NiA	10/10	2pm		Blackwood Hodge	1350m	
Nij	1	38pm			26pm	
NE	12/9	25°20m			23pm	
NU	26/9	B1pm			71.pm	+5
F.P.	199	143	130		130	
NB.						
NH	12/9	30pm	20em		20pm	
Nit		4lpm	15pm		41pm	
2414	1		17pm		17pm	
		143	136	₹Tod 5e	140	
				WPP Cross 100		+1
	NE NU F.P. NO NH NH	NE 129 NE 259 F.P. 199 NE 299 NE 129 NE 129 NE 129 NE 249	NB 129 25°20m NB 26°9 61pm F.P. 19°9 143 NB 22°20m NB 12°9 30pm NB 12°9 41pm NB 23°00m F.P. 24°9 143	NH 1299 (25) ppm 120 pm F.P. 1999 1431 130 NH 299 29 143 25 pm NH 1299 30 pm 20 pm NH 1299 41 pm 15 pm NH 1299 41 pm 15 pm NH 299 143 17 pm	Nil 1249 257-yapm 12pm \$140issn 50	Nil 1249 2579.59m 12.0m 34febrson 5.0 23.0m F.P. 1949 143 120 Mechalister 10.0 130 Mil - 21.59m 23.0m 80ck 23.0m Nil 1249 30.0m 20.0m 44.0m Nil 1249 34.0m 15.0m 15.0m Nil 1249 34.0m 15.0m 15.0m Nil 22.50m 15.0m 17.0m Nil - 23.0m 17.0m 17.0m Nil - 23.0m 17.0m 17.0m 17.0m Nil 1249 143 136 1706 5.0 140 Nil 1249 143 136 1706 5.0 140 Nil 1240 143 140 140 Nil 1240 143 140 Nil 1240 143 140 Nil 1240 143 140 Nil 1240 143 Nil 1240 1240 Nil 1240 Nil 1240 1240 Nil 1240

"RIGHTS" OFFERS

TINANCIAL TIMES SURVEYS
'85 PROGRAMME
For the first time, the Financial Times has documented the surveys which were published in 1985, chronologically and alphabetically, or an easy to refer to booklet. The "85 Surveys Programme booklet is free to readers of the Financial Times. To obtain a copy send a stamped-addressed envelope, size 22 cms × 11 cms, to:
'85 Surveys Programme, Publisher Decartment
Financial Times, Bracket House, 18 Cannon Street, London, EC4P 4BY.

FT CROSSWORD PUZZLE No. 6,100

in the second of DINMUTZ



grander servence

1000 10 m 1 m 2 m 2 5 m garation.

And the state of the state of

- bride (8)

 4 Air of constable, say, crowned with gold (4)

 5 Saturday's freeman of the city niggles awa' clumsily (10)

- ACROSS

 1 Snow White, for example; to become the guard's pet (12)
 10 Archers' tower of strength?
 (7)
 11 Moderately slow piece, this article by Italian poet (7)
 12 Figure of speech for poet, right? Possibly! (5)
 13 Wagner's divine crepuscule (8)
 15 Quote too much for delivery-
- (8)
 15 Quote too much for deliveryprice (10)
 18 Led astray in change (7)
 21 US doctor appointed after
- price (10)

 16 Don, a northern river? (4)

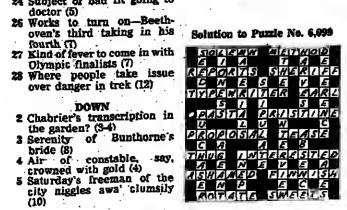
 18 Night noises in sheds (4)

 29 Beryl getting jolly on water (10)

 22 Circumvent team action (8)

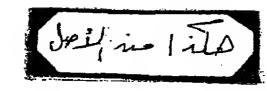
 24 Subject of bad fit going to doctor (5)

 25 Works to turn on—Beeth-



AUTHO		FT	UNIT	TRUST	INFO	RMATION	SER	VICE		Scotlish Uml Managers 29 Grantone Su Lomborne Pour Lond 1 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2	21, 025
E Abliery Unit Tsi 50 Irbitestars Rd, Righ Income Gits O Fixed Int. High Isc Energy Vivoriande Boat Capital Erosott American Grantit 3 Acids Parke		e) 8	1834 . 151 5 1764 . 151 5 1774 . 150 12561 . 300 6 d 8	7 Unit Managers Ltd th Floor, 8 Devanture Sq. Loo 1.363 2575	Dealing 01-626 9431 102-943 • 1.11 3.0	Lazard Brothers & Co Ltd 21 Moor letts, London EC2P 2H1 UK Funk Capital 209 115 (ed. 1997) UK Funk 179 125 116 136 ed. 1997 Except Funks UK Funk 179 1185 1185 1185	01-5892721 12-1-251 12-1-251 12-1-251 12-1-251 12-1-251	Material Provident to N 35 Graceturch St EC3P 3HN NF American Accord 599 NF Lorence Accord 518 NF Car Levi America 519 NF Car Levi America 519 Accord Union 564 3 Accord Union 564 3 NF UNION 564 515 515 516 516 516 516 516 516 516 516	Signs Ltd 01-6214200 A2 "	In General	**************************************
.g Accts & Lray, Tst Capital Refere - Compadity & Engu Errowen Capital - Georgi - Japan - Massertral - Ju K Growth Acr Unds - UK Growth Acr Unds - UK Growth Cor Unds		e Unit Trust Mi ouers Bar, Heris 1100	e7.3 +0.9 297 p e7.3 +0.9 297 p ngrs. Ltd	123 123	10298 - 11 30 14754 - 11 30 844 - 82 12 15054 - 12 0 1537 - 13 0 679 - 671 12 2512 - 670 02 1275 - 827 04 751 - 827 04 751 - 827 04 751 - 827 04 751 - 827 04	Section Sect	100 100 100 100 100 100 100 100 100 100	Nerwich Unit Trust Mani PO Box 4, acrasch and 3NG Group Te Fart 1905 Group Ince 1-1 Fd 1306 Faults Trust Fand 3004 Employer Trust Fand 397 Detaylan Unit Trust Man	1942 bl 663 622200 1942 bl 663 (175 1574) -12 (13) 1114 -14 (16) 1163 -604 (15) 644 -064 (15)	Programme 1903 1955 Programme 1903 1955 Programme 1903 1955 Programme 1903 1956 Programme 1903 1956 Programme 1903 1956 Sentinel Funds Mingmest Ltd 200m Raze I mean Elit 224	**************************************
7 Allied Dumbar I	Light Teners Disc (a)Va) Cannon Fig.	nd Managers Li	td (z) 18 01-9928876 0 299 9 +30 308 2 299 9 +30 308 2 201 7 -0.7 0.30 A 1622 +1-0.7 0.36 A 51 8 +0.7 1.56 A 54 0 +0.2 1.00 B 54 0 +0.2 1.00 B	lartmare Fund Managers St Mary Aut, Lunion EC3A 88P	(a) (c) (g) 0) -523 1212 	Australies Li lb.5 145 25 25 25 25 25 25 25	g 0% (90) 400 grs.) Ltd G277234534	24 Fenomerch St. 1 proton E CSM Several Treat — 2017 Oppercheimer Fund Might be Carrow St. London E C44 6A International Several — 140 b micros & G. Couch — 29 3 Worden de Several — 27 5 American Aporto — 27 5 American Aporto — 27 5	48Y 01-200 0371 55.00 +1.7 0 90 Ltd: E 090.01-236 3885 150 20 119 635 150 77 0 100	Dealem 01 6-79 6600 American Maria American Amer	230 400 1 001 0 11 0 16 40 5 5 43 11 2 0 21 0 40
Jacoba Trusti American Irushi American Irushi High Income Trust Le L	12.4 34.5et 4.3 4.25 Capet (Jam's 12.54 35.13 +1.0 4.75 Capet 35.13 +1.0 4.75 Capet 35.13 +1.0 4.75 Capet 35.13 +1.0 4.75 Capet	es) Mingt. Ltd 6, Brins Maris, E ————————————————————————————————————	C3A 01.A21 DD11 F 38-4 +3.21 LBs F 38-4 +0.09 4.89 G 311.1 +3.2 0.05 G 48-75 01-625-6314 G 108-8-6 111.10 H	### #### #############################	27 9 864 182 5 +7 3 0 19 183 4 +22 0 19 183 4 +22 0 19 133 1 +04 211 33 1 +04 0 1	5 Raylerge Rd, Berntwood Emony Dr	11 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	International Date of the Comment of	77 3cq 0.77 0.70 1 16 57.5 1 1.76 35.7 7.77 56.7 214 1026 214 1026 214 1026 214 1026 214	Compressions for the 2 17 Extended of the 18 5 41 M Stormar Compression 1994 a 1995 a	000 191777 000 191777 001 191777 001 191777 001 1917
Amerigacije 7 i. Sect. olionger. Tst. Tect. olionger. olionger. Tst. Tect. olionger. Tst. Tect. olionger. Tst. Tec	221.7 236.1 +1.8 3.30 1.80	London EC2Y SAQ 397 9 31	01-588 1815 1 01-588 1815 1 01-588 1815 1 01-58 1815 1 01-58 5678 U	regine Find	78.3d +0.2d 2.00 90.6-00 +0.3d 2.00 90.6-00 +0.3d 2.00 280.2 +2.3 2.3d 34.3 +0.6 1.75 90.9 115 75.9 +0.4 155	Leonine Administration Ltd 20 Cepthal Are, Lordon EC2R 7J5 Lro Bolviairum. 1593.5 218.0 Lro Access 250.4 200.4 200.4 Lorydas Bit. Unit Tyt. Magrs. Ltd Respirars' Dept. Girmp by Set. Worth 093 502541 0218	D1 600 7595 01 01 d (a) mg W Sostra	Post Servita, A.C. 1985 Pearl Trust Managers Lt. 22 Ham Hattern Will Y TEB College of the application of 1985 College of 1987 Pearl for 1985	01 405 8441 04 9 9 9 9 9 9 11 141 9 9 17 211 156 1 14 3 15 157 9 17 2 85 211 1 12 2 85 211 1 12 1 2 68	United the Date of the Control of th	**************************************
1.7 Ensempt Trends 1.9 Income Ea. Tst 3.0 Far East Ex. Tst 3.3 Smaller Co. Ex. Tst U.S.A. Ex. 791	123.1 130.5ei -0.2 6.22 Fore Street, 192.5 2010 +2.11 0.34 Ingure ath 31. 12 Chase Mani total E.7 The Manual ath 31. 12 Chase Mani total E.7 The Manual ath 31. 12 Chase Mani total E.7 The Manual ath 31. 12 Chase Mani total E.7 The Manual ath 31. 12 Chase Mani total E.7 The Manual ath 31. 13. 13. 13. 13. 13. 13. 13. 13. 13.	dical Unit Trus	indt; 07-588-1015 10 5.05 10 5.05 10 6.05 10 6.05 5.20 0.78 3.20 0.78 3.20	2 St. James's Place. London SWI JaM Eint apper 4. 2025. JAM Hint apper 4. 2025. JAM Hint apper 4. 123 b JAM Hint apper 4. 123 b JAM Hot apper 4. 128 b JAM Hint apper 4. 128 b JAM Hi	01-403 9990 216 9 +20 431 132 4 +70 401 153 4 -70 401	00 Accoms 116.2 3341 Coverts in 50.2 55 as Do Hatgam 1 50.3 55 as Do Hatgam 2 56.2 165 6 Do Hatgam 3 56.2 185 6 Do Hatgam 4 62 7 7 8 7 8 7 8 7 8 7 8 7 8 7 8 7 8 7 8	**************************************	According to the Control of the Cont	gmL (a) 50 049T 578868 5014 -110 076 5014 -110 430 1615 135 755 +15 071 8-4 -110 071	Advances about Advances Adv	176 177 1 477 11 201 11 201 12 201 13 201 14 321
2.5 Arbsthnot Sec 1317 inchary Parel Capital Growth (1) 1.2 [gh-withdrauch) (2) Eastern (1) interval 12 [gh-withdrauch) (2) Eastern (1) interval 12 [gh-withdrauch) (2) Eastern (2) Eastern (2) High Veel (2) International (2)	### 1. Lef (a)(C) ### 1. Lef (a	imi Funds Maa	108001 373993 24 9 +04 19 6 23 8 +02 47 6 30 9 +02 27 6 31 4 12 6 25 8 8 9 5 7 0 9 6 37.3 +0 7 0 9	covert Americantinosth, 6,1,0 active to Parameter (1,56), covert factor (1,6), covert factor (1,6), covert factor (1,6), covert factor (1,6), covert (1,6),	0576 +051 0 92 7788 +12 546 38.445 +011 175 86.55 +110 159 1777 +111 0 0 0 2394 +72 0 5 75.845 +0 9 177 97.745 +0 7 155 1111 1	Do, Mateum 1 (791 a) (792 a) (100 Sec. 1	Prolific Unit Trouts 227 Supposed Light Control CC2 Prolific CC2 P	01-247 7544 7 51-247 2-51 101-5 5-62 97-1 4-64 154-6 101 5-2 4-29 123-1 0-1 176-0 1-21 21-4 1-21	Sun Alliance Fund Management Son Alliance Hore Mire com Lagor 19 L	Ltd (403 8629) +121 778 +121 170 +121 170
t5% Webstemal 121. Herdgee 121. Lizzan Units 121 . Preferez 121 . Sentier Company i. Lizzan Entre 122. Sentier Company i. Lizzan Entre 122. Perfelie Trust Hoog Kase 122	2000 274 3 +04 295 County Uni	ane, WC2A 1HE 1272 8 it Trust Manage, London EC2V 6E1 150 150 150 150 150 150 150 150 150 150	245 01 271 0 275 9 01-726 1999 0 47 841 +0.31 3.83 0 176 541 +0.31 0.36 0 176 541 +1.11 5.56 0 176 541 +2.61 2.36	in Progressive Land 1933 iranyBle Unit Tst Magant Local Love, London EC3 BDT ranyBr Cantal	01-621 1212 66 1 243 50 1 146	Do. Accient 286 4 00 c Local Authorities Medual Invest 2 Fore Stares, London EC2Y 5A0 Forestri Fore Jah 31 1977 Each Fund Jah 31 1977 Each Fund Jah 31 1978 Find In See Forestry Jah 31 1900 Unanthorsyck Apalaste day to Total	12. Tel." 01 558 (815) 10 15 16 18 18 15 16 18 18 18 18 18 18 18 18 18 18 18 18 18	Providence Capital Fd. I 30 Unbroken Ross, London W.Z. Joseph A. Add S. Add S	Agrs. Lid 8PG 01-740 9111 PR 97 - 111 PR 10 9011 - 111 PR 10 768 - 979 127 9711 - 976 PA6 974 - 406 DA6	Sun Life Triss Migma. Life 107 Unique no knother Life both Migrae Pentides (10 % 10 % 10 % 10 % 10 % 10 % 10 % 10	#01 04 #01 45 #04 45
U.S. tri Enrope Lel	Feb. Mags. L20(a)(c) tose EC2M 29P 0706 45322 Merry an U-sta 1250.8 266 9 +4 4 4 13 Securit Consul- 1250.8 101 4 310 +02 1 90 Securit State 140 4 310 +02 1 90 Securit State 140 4 310 +071 b40 Securit Total 140 4 310 +071 b40 Sec	70	166 8 +07 13 6 223 4 +4 6 187 8 60 7 +0 9 190 8 290 9 +0 8 183 6	Srofund Managers Limiter Parers Hall, 89 Austoffrans, Ed Project American Trust 1850 Polynd American 14 1851 Polynd American 14 1851 Polynd Edwy Trust 1898	166-51 +131 1.37 1480 +0.51 4.29 4 2N 2AE 01-588-531 T 87-51 +0.71 1.89 54.81 +0.71 2.82	London & Manchester (Tst. Mg Prinstate Dark, Earter EYS 10S Abertran Tiss. 231 553 Control Tiss. 251 553 Income Treat. 261 193 International Tirs. 252 193 International Tirs. 252 193 International Tirs. 252 193 International Tirs. 253 193 International T	net) Ltd 049225347 	Remb American 22	65.1 +07.1 151 66.1 +07.1 249 67.5 +07.1 249 67.9 +07.1 5.1 67.9 +07.1 5.1 67.0 +07.1 5.1 67.0 +07.1 151 67.0 +07.1 151	James Format Mark 1 1975 (2014) Format Mark	10 (a)(c)
Atlanta Unit M 46 Moorgare, Load American Seer Certifi Canadian Trest			137 8d 0.73 6 134 4 5 271 3dd 317 266 7 5.30 6 107 1 - 1 158 5 - 1 19ers Ltd	incimal European Trail 1290 crimate Gill Trail 552 crohate Lapar Trail 1133 crohate Lapar Trail 1133 crohate Lapar Trail 1133 crohate 1210 crowth Ea 1215 crowth Ea 1754	140 4	London Law Unil Trust Mngt. Bales House, Old Season I me EE 2 Captal Growth 1205.b 2194 M. & C. Group (yKe)(2) Three Quays, 10ace Hill, EC 356-660 Unil Daylon (1) 201-586-	01-23-8105	Prodential Unit Trust Mill Notice Comm TV Mill	51 204 01 446 3377 55 54 01 11 1643 415 0 01 11 1643 415 1 01 17 3 50 107 1 01 17 5 56 107 5 01 10 17 5 645 100 761 0101 0101 76 77 0101 0101	19 101 Landon M. Jonannacky Landon Der L. 1977 - Whitel Landon Der L. 1978 - 1978 - 1978 Landon Der L. 1971 - 1978 Landon Der L. 1971 - 1978 Landon Der L. 1977 - 1978 Charge and Back D. Parte per Janes Charge and D. Parte per Janes D. Parte pe	on in
Accum Units	104.5 107.18 40.2 240 Discretion Driver 107.18 40.2 240 Discretion From the Property 107.18 40.2 240 Discretion 107.18 240 Discretion 107.18 240 Discretion 107.18 240	148.3 14	514 +03 243 143 578 +03 143 587 +03 143 587 587 587 587 587 587 587 587 587 587	production 129 and 22 copy State 25, 9 could be applied to 120 a could	2774 +19 145 2724 +19 145 d	Time (day), Um Day (d) 233 5 5 5 5 5 5 5 5 5 5 5 5 5 5 5 5 5 5	+10 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Buillar Management Co 31-5 Gresham Street, London I Guadram Geor Co Guadram Increm 1988 Guadram Ind Fund 1981 5 Guadram Son, Sats, 2050 Reed Stephonuse Tov Sen	64 Tar +0 0 2 27 Ltd 07-600 4177 4-95 6 2 740 243 5	October Octo	**************************************
Personal Dic Mar 14 BG Japen UT 14 BG America UT 15 BG Technology IT 16 BG Energy (2) 16 BG Energy (2) 16 BG Energy (2) 17 Baltic Trust M			170.00 1 4 09 3td 2 R7PA 01-588 6064.	Galdeness Mahom Unil Tro 70 Box 442, 32 St Etary-at-Hall, Female Res No Co. Fp. 17158 Female Res USA Fq. 1355 57 Female Res 1548 Fq. 1355 57 For Hamman 103 Box 103 Box For Hamman 103 Box 103 France US, Cart 176 6 Wincrot US, Cart 176 6 Wincrot US, Cart 176 6 Wincrot Hogh Inc. 1842	EC3 01-6239333	Conversion Income	+150 1256 +150 1256 +150 1256 +150 1256 +150 1256	145 Borough Hren 51, London S Credungon Ing. Gellagron 1259 5 Reliance Upott Migra. Ltd Reliance House, Tunknope Well Bolish Ide 11, 110 1, 11	5, Ken 0892 22271 1784 +04 3 201 1180 +0 5 2 289 156.0 +0 5 2 289 (anagement	De Accom 70 1 20 20	*25, 451 *25, 0 m *24, 0 U
American Anterolant Japan 0 Gen angli hecome Sed logis Trust lecome Godh Tst lecome Godh tst Global Markets Srb, her Special Shouthout	1074 5071 +0.5 a.77	nit Tst Mingrs LEdinbarch EH2 40 100 5 101 10 12 3 6 102 12 3 6 103 10 5 104 10 5 104 10 0 105 10 0 106 10 0 107 1	116 S +0.5 2.00 116 S +0.5 2.00 1-50 +1.0 100 2.20 2-20 +4.0 01 2.20 1-6.0 +0.5 4.5 1-6.0 +0.5 4.5 1-6.0 +1.0 01 1-6.0 +1.0 01 1-6.0 +1.0 01 1-6.0 +1.0 01	Hambro Generali Fund Mu Premer U.T. Admin., 5, 6 Sectional, Essenta, 53,5 Jan Cen U.K. Grath Tal. 53,5 Hambros Bank Unit Trust Premer U.T. Admin, 5 Rayleigh I	haagers Ltd (g) Rayleigh Rd, Hutton, 0277 277916 57 4 +0.5; 3.05 62 24 +0.7 [a] Managers Ltd (g)	Section Sect	12000000000000000000000000000000000000	SI Switten's Layne, London CG 0 It's America, 1960, 1, 207 6 NG Look New Fiz 112, 307 6 NG Look New Fiz 1969, 966 9 NG Jacon Fiz 1969, 968 9 NG Jacon Fiz 1969, 968 9 NG Jacon Fiz 1969, 968 9 NG Septir Australian 1943, 968 9 NG Septir Australian 1943, 978 NG Septir Australian 1943, 978 NG Septir Australian 1943, 978 NG Septir Aug 1 1869, 978 NG Septir Aug	201 0:3 +2-6 123 27.7 +28 124 140 7 +08: 280 92.3 +0.5 3.6: 27.6 +19: 001 52.6 +0.5 263 57.6 +0.6 147 146.3 +0.5 147 192.8 +0.5 157 1350	34 Unit Trust Managers Ltd 25 Mary der, Lordon ECJA 88P Small Conference 1935 65 a Target Horst Mingrs, Ltd (2)(0) Target Hor, Carchover 84, Agrichure 84, Agencia Kuge	•
Prof. Unicora Ha 252 Rival Unicora America	motord Rd, L7 184,9 173,9 184,0 173,9 184,0 187,0 1	b 6183 Ta	615 +0.2 1.80 5 Ltd 031-2263492 78 4 +10 217 98 1 +03 173 290 348 132 45 454	5944 Lambros Canadian Tront 48,3 Lambros Courty Indone 48,5 Lambros Lambros Tryl 69 Lambros Lambros Tryl 69 Lambros Lambros 19,1,1 Lambros Jahan Esr East [12-1] Lambros Jahan Esr East [12-1] Lambros Jahan Esr East [12-1] Lambros Jahan Esr East [13-1]	0277 217916 51.4 1 1 56 87.8 +0.5 484 106.1 +0.3 0.67 52.2 0.6 137.0 +0.2 544 52.2 0.6 137.0 +0.9 0.90 59.9m +0.1 2.55 86.8m -0.7 0.89	Japan Smaller (6'5 193.3 194.4 195.3 195.4 1	105	NC Prob 100 Minus Acade No. 1283 Roward Unit Trust Mogt 33, King William St. London Ct. 233 G Security Aug 12	100.57	Commonder	H ! U%1
Do. 500. Do. General	261.6 778.2 +1.9 317 EFM Internal College Coll	f unot: 1	2374 -0.2 - 1 403 -0.2 - 1 1576 +2.3 - 1	Renderson Administration Permet UT Admin Stration Secretary Secretary September 1987 (1984) 1987 (1984) Second Units 1984 (1984) Second Units 1984 (1984) Las Grandi 1984 (1984)	(a) (b) (c) Heigh Road, Hutton, 0277 217236 140 4 +0.4 103 107.5 +0.2 163 107.5 +10 2 99	Accord Units	10 24 10 44 10 39 10 89 10 89 10 89 10 89 10 89 10 89	Royal Life Fd. Mgorf. Li New mail Pixel, Encrosol L69 Ender Frad	3HS 051-227 4422 64 4 +0.4 2.65 78 64 +0.5 1.33 34 6 +0.2 1.51 47 1 +0.5 0.29 27 9 824	Education 6, Sensioner 23 3.4	9 211
Do, Troute Fand Do Iron Tech.Acc Do, Univ Tech. Iro Do, Writherte Trapi. From Fa Acc Gris. In Fd Acc Region Fund B	51.7 56.0 F. C.	Unit Mages Lt eltertram GL53 7U not nec 682 4 of acc 683 of acc 683 of acc 683 or acc 683 or acc 683 or acc 683 or acc 683 or acc 683	0242 52131T 71 \$1 +0.6	mancial 139 9 High Income Funds Inc & Growth 100 2 Access United 157 4 High Income 158 5 Smaller Cox Dry 100 6 High Income 175 6 High Inco	195 + 10 364 115 6 + 10 364 150 4 + 12 354 150 7 + 10 104 180 90 + 6.8 5.02 189 + 6.6 475 114 10 + 6.7 5.01 150 6 + 6.7 9.0 6 40 10 10 10 10 10 10 10 10 10 10 10 10 10	MGM Unit Managers Ltd MGW House, Heene Ed, Worthurg Hopkins	01-623-8211 +09-624 +10'-624 +11'-7'-317 +11'-7'-317	Environment Action 101 4 Environment Action 114 6 Environment Del 114 6 Environment	110.7% - 0.04 4.52 94.04 - 0.08 4.52 94.11 - 0.0 0.96 94.11 - 0.0 0.96 94.11 - 0.0 0.96 11 - 0.0 0.96 12 - 0.0 0.76 11 - 0.0 0.76 12 - 0.0 0.76	Templeton Investment Managen 20 Contoll Avenue, EC2R 7PA. **Int Earney Inva	01-588-6064 01-588-6064
Equity income 7st Enterpe 7st Enterpe 7st Edotal General Technique Growth & Inc. Tst. Acc. Lapses Special Tet Lapses Surveys Tet Lapses Tet First Europe 7st First State Austron. First Sanuto Co First Sanuto Co	126.7 134.7 +0.9 0.9 The English 151.1 54.4 +0.2 -1 14.5 +0.2 -1 14.5 +0.2 -1 14.5 +0.2 -1 14.5 +0.2 -1 14.5 +0.2 -1 14.5 +0.2 -1 14.5 +0.2 -1 14.5 +0.2 -1 14.5 +0.2 +0	b Trust Group London, EC2 nd 82 T nd 112 2 nd 45 4 no, Wedneson 'Do, Fund Managers' c, London EC3A 688	PLC 0T-920 9320 BS.2rd 6.0 1T0 9rd 2.78 48.1 +1.4 plong fat, literative 5 Ltd 01-625 1212	merculonal	76.1 dl +0.6 0.01 62.2 +0.4 A.71 65.2 dl -0.1 C.12 117.7 dl +1.8 0.01 45.7 -0.2 2.14 177.7 +0.2 0.00 37.9 -0.3 1.9	99-100 Sanoting Rd Maiostone MLA Geri Tut	1040 1040 1040 1040 1040	His negrow 50 miles 180 mi	t Ltd	Fin Law Scient 4. But 7 Januaria Care 14 52 55 55 7 Januaria Care 14 54 54 54 55 56 7 Januaria Care 14 54 54 54 54 56 56 56 56 56 56 56 56 56 56 56 56 56	100 06 102 09 103 09 103 09 105 08 105 25 101 268 1250 101 268 1250 101 268 1250
Basrington Mg 10 Fercharch Sure Pleasand Ira Gegern, Unest 1 Gegern, Unest 1 Gegern, Unest 1 Gegern, Unest 1 Gegern, Unest 2 G	ant Co Ltd (z) 11-23 8000 Equitable (1) 11-24 4-25 100 Facetare (1) 12-24 10-25 4-25 100 Facetare (1) 12-24 10-25 4-25 100 Facetare (1) 12-24 10-25 10-25 100 Facetare (1) 12-25 10-25 100 Facetare (1) 12-25 10-25 100 Facetare (1) 12-25 100	Juits Administr Manchesser M2 2 1940 731 731 731 732 733 733 733 733	ation Ltd AF 061-236-5685 90-3-3 +15 054 048 59-9-3 +04 511 54 511 54 511 54 511 54 511 54 511 54 5	European Small Cos	266 5 +1.6 087 1026 +07 087 549 +0.5 189 187264 +30 00 1872 4 +32 00 771 +0.1 078 378 +0.4 259 18654 +1.5 037 364 +0.5 081 112.1 +14 082	Grida Fed Int	5.67 0.70 0.70 0.70 0.45	SKG Management Limits 20 Conhart Ase, London ECR 601 Ac. 121 0 Do De 115.4 Co Accum Named 126.2 De Accum 155.4 Save & Prosper Eroup 28 Weiters Rd, Romford RM.	71S 01-600 7595	TR German Growth 51 55.0 TR German Growth 52.7 45.7 17 18 18 18 18 18 18 1	+04 434 +02 84 +03 84 +04 042 +04 041 +04 201 +04 25 +02 236
JACOM (John) Patric Patric HAMPHON (Solid LACOM, Units) Lemens (Solid in 5 Lecom, Units) Lemens (Solid in 5 Lecom, Units) Lecom, Units) Refl Court Fat		Law Un. Tr. M. Le, Corporation St. C Lec 145 7 Lec 145 6 Lec 125 6 Lec 125 6	(a) (e) December 0203 55323T 1557 +1 354 1354 +0 9 354 2550 +2 0 474 1065 267 91.11 267	High income 119,0 Smaller Con 11,0 4 Evropean 124,6 Legen 164 7 American 168,3 Lional Feen 40,2 Accele La 1 152,3 Heritabla Unit Trust Manie \$2 Berbeley Square, London W1)	6EH 01-4936621	General August 4	D) +0 + 8099 2 + 3 2 + 3 5 - 2 + 3 5 - 3 6	Explai No. 2 Federal Sci. Edmo/2028 6506 or 12 Gad. 93.1 de . 60.5 com Feder. 93.1 de . 60.5 com Feder. 93.1 de . 60.5 com Feder. 94.5 com Feder. 94.5 de . 60.5 com Feder. 94.5 com F	suran EH3 9SX Littoratord?	Traces Union Unil Trust Manage 100 Wood Steel, London ECS 1751 LOUIS Aug. 1751	01-666-4355 3-56 (y) 0245-56624
Far Eastern Antorica UN & European Bishopsgate P 15 54 James' Place	2180 2540 4220 GES General Treat	234 7 1 Management mattery Hill, EC4R1 in Land 1802 em Fd 781	1655 + 15 047 (1665 + 139 100 100 100 100 100 100 100 100 100 10	Front Food	76.4	Mercury Fund Managers Ltd 33 King Writem St. ECAR 948 Annerous Tromb	01-260 2660 6 +04 0.79 +04 649 +04 649 +04 440 +04 107	Figure 24 Sect. 988 5 Get 6 Figure 10 Sect. 988 5 Get 6 Figure 10 Sect. 154 7 High-tend 1177 Hig	105 5 +1 1 233 105 6 +1 1 5 13 100 0 +1 1 5 13 173 1 +0 9 4 34 175 4 +0 4 2 6 175 4 +1 7 0 00 125 5 +0 8 0 00	Macant Unit:	020644155
Begwin Dolphi 5 Gdtsper St, Lond Brewin Captal Fd. Brewin Dividend Fd. Brewin Int Gdb int F	1 Unit Tet Mingrs Ltd F&C US Paulo OI -268 4400 Essent Fuelt 	76.2 76.2 76.2 76.5 77.3 76.5 77.3 76.5 77.3 76.5 77.3 76.5 77.3 76.5 77.3 76.5 77.3 76.5 77.3 76.5 77.3 76.5 77.3 76.5 77.3 76.5 77.3 76.5 77.3 76.5 77.3 76.5 77.3 76.5 77.3 76.5 77.3 76.5 77.3 76.5 76.5 76.5 76.5 76.5 76.5 76.5 76.5	76.9 +0.7 345 51.7 +0.4 2.90 54.1 +0.2 2.77 76.9 +0.7 0.27	Hill Samoel Unit Tst. Mg	176 746 24 100.9 3.47 rs.† (a) Croydon 01-686 4355 553.9 447 327 100.2 4 407 275 200.4 12 245 143.541 300 069	144.5cm 147.5cm 147.5cm 144.5cm 145.5cm 145.	+19 270 +31 270 +01 761 +02 490 +02 490	1287 1287	137 5 5 2 84 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	Tyndist Managers Lis(a)(b)(c) 18 Caryone foad, Berstol Anstatan Security 53 5-6 Laccan, Univ. 55-3 5-1 Laccan Univ. 55-3 5-3 Laccan Univ. 55-3 Laccan Univ.	0272 732241 +01 165 +02 165 +03 136 +3 (1 136
Amer. Gen. Inc. I Do. Acci Laptini Inc. I Do. Acc. I Erward Int. Recovery Inc. I Do. Acc Do. Acc Do. Acc Do. Acc	721 78.4 2.9 0.57 75 Batnerd For 79.1 4.27 0.57 79.1 4.27 0.57 79.1 4.27 0.57 79.1 4.27 0.57 79.1 4.27 0.57 79.1 4.29 79.1 4.29 79.1 4.29 79.1 4.29 79.1	rge St, Glasgon wth F142.7 43.3 4	04T-3326462 45-1 1.80 40.7 5.00 40.7 5.00 40.8 10 50.2 10 50.2 10	NILA Tomer Additionmer Read in 1800 & 1800 Automatic New York (1800 Aut	130.9 •1.6 115 30.4 •1.6 2.6 40.5 •0.1 7.4 60.3 •0.2 5.2 55.9 •0.5 4.78 130.4 •0.4 2.1 17.4 •0.2 2.5 130.4 •1.8 2.5 130.4 2.5	Everya August 13	115 245 775 1275	Schroder Unit Trost Mai Entreprise Stone Portmonth American	0785 627733 148 3 +14 0 63 143 7 +15 0 63 52 2d +05 1 95 128 7 +11 0 99 122 7 +12 0 94 52 9 +02 1 11 56 3 +07 7 14 56 3 +13 0 50	Macram Unit 1984	+07 341 +07 341 +07 351 +080 +02 451 +02 1 1 251 +04 6 100 +11 2 15
74-78 Firsbury P 01-588 2777	140.5 149.71 +0.61 1.30 Far East let To	104.6 111	35.34 +0.2 4.46 57.2 +0.6 1.75 26.7 +0.1 1.75 46.2 +0.2 0.00 37.4 +0.4 3.77 57.4 +0.1 904	IB1 Fond Managers Ltd (32 Ouer Arm's Gate, London S 18 Bra-6-Vises —— 1736 18 United Tisl —— 56 1 18 Cap Go Tisl —— 54 A Key Fund Managers Ltd	z) w1H 9AB &1222 1000 14222 +89 1 17 977 +09 97 98.1 +0.4 34 38.1 +0.5 200 (a)(g)	Clastici	+41 773	Egra incorrer Tac Listerin Grown Act, 150 O Act and Units 1	57.36	Ind. Erm. 15-5 166-7 166	1 413 05:
Jec & Greath	1902 2029 +0.7 4.00 South Labor 1902 1904 1902 Special Sea Lines 1904 1904 1904 1904 1904 1904 1904 1904	ming & Co Ltd ve. London EC2R 7	84.6 +0.6 5.38 35.1 +0.2 2.63 32.5 +0.28 044 177.8 +1.3 1.04 108 01.438 5858	35 Footbam St. Manchester M2 2 Ary Egenty & Gen 2019 5 Ary Egenty & Gen 2019 5 Ary Factor Find 475 Ary Factor Fire F 4 1153 Ary Higher Fire F 5 1153 Ary Higher Fire F 5 1153 Ary Higher F 6 1254 Ary Higher F 6 1254 Ary Higher F 7 1254 Ary Higher F 7 1254 Ary Higher F 7 1254 Ary Higher F 8 1254 Ary Higher F 8 1254 Ary Higher Higher F 1254 Ary Higher Higher Higher F 1254 Ary Higher Higher Higher F 1254 Ary Higher Hight Higher Hight Higher Higher Higher Higher Higher Higher Hig	236.1ad 211 507 -0.1 398 687 -0.1 1054 1231 +0.4 5.37 2655 +1.0 1.00 paragers 01-523 8000	155, 7 177, 177, 177, 177, 177, 177, 177,	+19 384 009 004 333 +11 124 +13 235	Macaru Units 56.7 Sander Co' 178.0	136.8 +0.0 L.17 141.6 +0.4 117 190.0 +0.6 0.99 12.9 +0.6 0.99 12.9 +0.6 0.99 252.1 +16 0.22 106.28 +0.0 3.41 165.0 +0.0 3.41 57.5 +0.4 0.00 502.862	Smaller Co	+0.6 2.14 +1 2.14 +0.4 3.54 +0.4 2.06 +0.4 2.06 +0.4 2.06 +0.4 2.06 +0.4 1.09
Int. Lecture III. Prof. Shares. Prof. Shares. Univ. Energy World Teels. Oversoon Scrowth I American Erecth. Autorities Const. Largeon Gooth Tot. Euro Sattler Co Tel For East.	#13 714 + 0.8 1.51 Tan Pros Tree 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	rijeaniere in Group (a) il Biogs, EC2M 5NO 224.5 229.6	01-8285181 239.05 +1.61 0.51 244.27 +1.91 0.51 230.24 +2.27 1 16 230.24 +2.41 1.16	20 Februard St. (1990) ELS 20 Februard St. (1990) ES 20 IN Explact (1991) 1457 20 IN Explact (1991) 1457 20 IN Explact (1991) 1457 20 Februard 1594 27 Smc Co-Februard 1594 27 Smc Co-Februard 1594 27 Smc Co-Februard 1594 28 Hug Pitch Add. 2015 28 Hug Pitch Res. 2015 28 Aure (1914) 161. 2615 28 Int. Recovery (1914) 101. 8	484 +0.2 079 215 +0.1 224 272 +0.1 224 1640 +0.4 214 220.1 +0.6 214 131.5 +0.4 5.84 210.1 +2.3 5.84 40.7 116 69.9 +0.7 116	Gold & Prec Metals 43.5 47.2 (Account units 44.0 45.1 15.1 15.1 16.2 (Account Units) 047.9 152.4 (Account Units) 047.9 152.4 (Account Units) 76.3 81.3 (Account Units) 76.5 81.3 (Account Units) 76.5 81.3 (Account Units) 76.5 81.2 (Account Units) 76.5 (Account Unit	256 \$250 \$252. +0.11 1.27 +0.11 1.27 +0.17 0.00 +0.87 0.00 +0.97 1.52	Recovery 766 7 Us Smiler Coron E: 74 68 1 Us Smiler Coron E: 75 68 1 Us Edwyl Inches 24 0	B30.0d 239 72.8 +0.8 239 est Ltd 3 01-623 5776 5777 29.9 - 1.00 20.8 +0.4 1.00	UN Curry,	+0.4. +0.1. +8.11 - +0.01 -
y light Services of the servic	18.0	205.2 247.0 5/8 . 86.4 115.9 61.6 10.1 170.0 115.6 121.6	218.7 +1.0 1.98 25.2% +1.4 1.98 91.86 +0.4 5.77 122.2 +0.6 5.37 65.4 +0.4 0.84 16.6 cm +0.8 4.60 180.4 +1.8 4.4	AB Ing Secondry For	1142 +04 183 1103 +1.9 — 110.7 +2.9 — 42.7 +0.2 1.05 41.4 +0.3 1.05 L (25) 49.8 (1.11 +0.4 0.40	3.5. Securi Feato 4.6.1 (Acom University 10.6.5 72.1 (Acom University 10.6.5 72.1 (Acom University 10.6.5 72.1 (Acom University 10.6.5 72.1 (Acom Units) 50.5 52.7 (Acom Units) 56.5 92.3 (Acom Units) 56.5 92.3 (Acom Units) 56.8 92.3	+01 000 +02 455 +02 455 +03 155 +03 007 +03 007	Managed Exemit Tree* 1116 6 Scottish Equitable Fund 23 St. Appress St. Edinburgh toni lecome lumb 184 4 Intol Accom lumb 278,7 Lincol Accom lumb 278,7 Lincol Accom lumb 278,2 Lincoland 24,9 Lincoland 24,9	124.64 4.00 Mgrs, 1.td Mgrs, 1.td 13.3 23.79 3.33 23.79 3.33 23.79 3.33 23.70 3.	Vanguard Trust Managers Ltd 65 Nobers Visset, Lordon ECLA 2EU Desling Line: 01-236 2468 Anagola Pala Austs 1179 202 Vaccare Units	01-236 3053 +0.6 1.64 +0.6 1.85 +0.6 1.23 +0.6 1.23
Nelster Cet & F.I Brown Shipley 9-17 Persymant I 0.5 Portfolis Fist. B.S. Accort. Finantia Germal High locure	17.8 73.6ml 10.04 16t, Growth Fd. Geront College 16t, Growth Fd. Geront University 10.04 150.04	164 0 162 0 4	195.64 +1.61 — 98.44 +1.01 0.07 99.44 +2.89 0.07 05.400 +0.49 4.93 141.847 +0.89 1.85	y Course S. Eurosaugi F. P. 30.4 LAS Int. Commit T	40.2 +0.3 5.25 31.4 +0.3 0.45 43.1 +0.3 2.62 49.04 +0.9 1.00 49.04 +0.4 1.11 ement t.td 8.78E 01.588.2800 432.9a1 1.07	Minister Fund Managers Ltd Minister Mose, Artur St. EG48 98H Marker 1007.7 112:1 Earth John St. E514 Murray Johnstone UT Migut. (a 163 Nose Street, Gizgoov G2 2UH American 1110.0 125 98 Egwh (mose; 116.0 6) 60.0) 041-221 9252 4 +1.21 307	Large Section 1992 19	991-225 2211 1921 +1 J 103 1990 +1 B 130 2026 +2 5 005 2982 +1 J 054 ent Managers Ltu	Maccant Units	407 466
Nearth American Orient Recovery Smaller Cas Fel Acc Smaller Cas F 10c. Technology Brycourt Unit Hesteth Hse, Port	973 637al 110 122 Friends Pr 100 120 120 120 120 120 120 120 120 120	ov. Trest Mans Dorken 1932 1140 1248 1793	gers (a)(b)(c)	Leurentian Unit Tst Mag 16 Backrophen Gate, London S Grown Fret	7111 1 1	European 1953 265 267	11 h 107 +16 107 179 	109 St Vincem St. Glas Jow 62: 203.8 Gills & Faired IF 1175 International Growth 1811.1 North American 112.0 Facility 182.3 Un Europe 182.3 Un Section Con Emery 184.8 Scottish Provident Inv. 184.8 Scottish Provident Inv.	1250 +011 9 19 1250 +011 9 19	Wardley Unit Trust Managers 1. Wardley House 7 Developers Sa, EC2 American 10	Ad (a) 01-929 1532 +051 17 +231 06
Buckstraster M The Stock Exchan Fellowship 131 Aug Cancer Lucks fam J Georal Int August Accura Units August	A Landon EC24 2 CT 01.589 2868 Public Truste	e, Krapsein WCZ 	360 Z 262 140 Bel 774	Councer Sto I Tai half Perm Share I Walife 3 for a Par I Parl I P	13 9 23 10 10 10 10 10 10 10 10 10 10 10 10 10	NFU Mutual Unit Mastagers Ltt 35 Fountam St, Manchester MZ ZAF Arm Easty			031-556-9181 174-51-11-11-75-5 202-91-42-0-034 132-71-836 115-77-82-2-16	Small Con 1st	1 1 4 5

21



Financial Times Friday August 15 1986 **INSURANCE, OVERSEAS & MONEY FUNDS** | The common process are continued from the continued of Garwatevel Soney D.75.1 234.4

Withdater Life Assur Co Ltd

Royal After House, Sheet St, Window Investment Floring Steel St. 300.5 200.5 200.7 233.3 House Floring Steel d Life Assurance Company St. Eduturgh EH2 2XZ 03 PQ San 1375 St Hester, Jersey

Easily Dist Funds

Amyrican 594 Sh

Lumeran 594.77

Japanery 511 FA

Japanery 511 FA

Japanery 511 FA

Japanery 512 FA

Japanery 512 FA

Japanery 513 FA

Japanery 514 FA

Japanery 515 FA

Japanery CAL Februs 1934 13-15 ... | Framilington Overseas Fund Mngt. Ltd | PD 8th 102 PD 8th 103 MANAGEMENT SERVICES Seringeour Kemp-Gee Magmt. Jersky
1 Channe Crox. St Heter, Jersky
1 Channe Crox. St Heter, Jersky
1 See Costal Fund
1 Se +1.8 FPS Management Ltd. +3.1 FPS Management Ltd. -16.19 0td Part Rd, Hothin, SG - Life Hanaged Fank +2.1 Galanced 503.6 +2.4 Hus Performance 1023 Charteritouse Bank
1 Paternoster Row, London EC4
5 moure Fam. 533 bd 14.33 ... 0.35
6 moure fam. 533 bd 14.33 ... 0.35
6 moure fam. 533 bd 14.33 ... 0.35
6 moure fam. 533 bd 14.33 ... 0.35 | The property for the property | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 1900 | 190 | Support | 1 Constitution | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1 First Financial Services PLC One Miles Sq. London, ECSA SAN Provide Ford Accum (st...112.6 118.6 Johnson Fry Pic.
Johnson Fry Pic.
Princet Hs, Jernya St, Lade SWIV 6UT 01-09 0924
1. Fry Man M66 Fd 101-026.1 132.4 +1.6 | 1.7 | 1.6 | 1.7 | 1.6 | 1.7 | 1.6 | 1.7 | 1.6 | 1.7 | 1.6 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 Noble Lowardes & Partners Ltd PO Box 144, Croyden 01-686 2466 14ba Queen Vectora Se, ECRV SAP Fem-Book 1223 128.6 Sharp (Albert E.) & Ce 12 Newtral Street, Birmington B3 3ER, CC Sun Life Unit Assurance Ltd Se James Barton British Decker J. B. Ward & Co Ltd

55 Lincohr's Inn Fields, WC2A SLX. 01-242 2243

Target Med Boot 177.17 1904 +1.1 —

Target Med Person 177.0 179.4 +1.1 —

Albany Med Porson 170.17 170.1 +1.3 —

Albany Med Porson 2001 253.7 +1.3 — OFFSHORE AND OVERSEAS | Compage Read, | Compage Read, | Compage Read, | Rectard | Compage Read, | Compag

V > ^

Palm oil prices hit fresh lows

origin market and tha Rottar- from the worldwide shortage of

Traders expect July output in Malaysla, where soma 60 per cent of the world'e palm is produced, to pass 400,000 tonnes, up from 340,000 tonnes in June . Both fifures would be not bappening. They simply seasonal records and white tha rate of increase over 1985 has slackened from the 66 per cent seen in Rebruary, further all-time highs eeem assured for in February, further alltime highs eeem assured for the peak outpul period now epproaching. From September onwards production is expected comfortably to exceed the 500,000 tonnee level, only dipning towards the close of the year. If seasonal patterns run true to form annual output can be expected to reach 4000 tonnee ageins! comfortably to exceed the 500,000 tonnee level, only dipning towards the close of the year. If seasonal patterns run true to form annual output can be expected to reach 4.8m tonnes ageins] earlier forecasts of 4.6m and last season's 4m tonnes At the eame time, Indonesian output forecasts for 1986 has been raised to 1.5m from 1.2m lonnes in 1985 while global supply will probably rise to over 8m tonnes—about 1m tonnes more than last year.

Malaysia's problem is compounded by shaky world

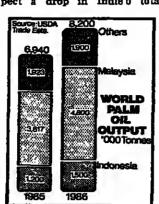
Malaysia's problem is compounded by

origin market and tha Rottardam morket this week as a
foreign exchange among deforeign exchange am dency on the part of many potential growth markets to divert asvings on oils and grains back into protecting cherished capital projects, ship-

PALM OIL prices bave fallen demand for its cut price palm to new all-time lows below \$190 products which, like all priper tonne on both the Malaysian many commodities are suffering Meanwhile, palm oil's traditional trough until "something trough" and there is little hope of paim dealer notes.

Meanwhile, palm oil's traditional trough until "something trough" and there is little hope of paim dealer notes. dealer notes.

Meanwhile, palm oil's traditional number one customer, India, is steadfastly trying to cut intake by boosting domestic production. Some analysts ex
"At best the market might



vegetable imports below 1m

LONDON **MARKETS**

INDICES

REUTERS

DOW JONES

METALS

Aug 14 Aug 15 M th ago Your ago

1401.0 1450.0 1414.0 1716.7

(Saze: September 18 1931 - 100)

Dow | Aug : Aug : M'th | Yea! Jones 13 : 12 | ago | ago

Spot 117.53 117.12 - .114.40 Fut .115,21 114.77, - .114.58

MAIN PRICE CHANGES

In tennes unlass athorwise stated.

Aumiaium \$1255/255.+0 \$1769/200

Coconut Phili | \$200w | +18 | \$255 | \$200x | +18 | \$255 | \$200x | \$233.5 | \$233.5 | \$250 | \$233.5 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 | \$250 |

(Bess: December 31 1931=100)

THE LONDON coffee futures market persisted with its imitation of a see-saw yesterday as speculolors continued to climb on to any price move-ment in the hope that it mighl turn onl to be a bandwagon. The December posi-tion, which fell hy £85 on Monday and rose by £60 on Tnesday, ended the day £35 down at £1,822.50 a tonne reflecting a downturn in New York. Prices had moved modestly higher in early trading, following through on the New York market's firm Wednes-day night tone. But the New York opening disappointed the bulls, who had been encouraged by rumours circulating earlier that the Brazilian Coffee Institute was about to announce a further cut in its estimate of the 1986-87 crop, already halved because of last year's four-month droughl. The rumour was quickly dismissed, bowever. and it is generally expected that no further official crop estimate will be issued until

September.

LME prices supplied by
Amalgamated Metal Trading.

ALUF	MUININ	
	Jnefficial + o .close :p.m.) — E per forma	High low
Cash Smoath s	749,5-50.5 -4 168-8,5 -5	751:156 163:757
(753-3.5) (751.5-2) Kerb clc	closing (sm): (three ment settlement 757 (se: 758-59, er: 13,500 ronnes.	he 790.5-1

COPPER

Kerb close: 758-59, Turnaver: 13,500 ronnas.	OTHERS Cocoa Ft. Dec. 11438.6 -0.15 £1566.6				
COPPER	Cottan A Ind. 51,060 +0.50,37,10c				
Grade A Unoffic' + or : High:low	Rubber (kilo) 58.75p -0.5 59.05p Sugar (raw) 5145w -6 3124.5 Wooltops 64s 585p kilo 402pkilo				
Cash 213.5-80 -0.5 880-878 5 months 298-9.5 - 903-896	† Unquoted. † Per 75-16 fiesk, c Cents s pound, w Aug-Segi. x Oct. v Soot. • Cotten outleak, y Nov.				
Standerd 852.63 -1.5 261.860 5 months 677.82 -1.5	COCOA				

Although expected a little senior, lutures append about uschanged and standard late in the day. Physicals word lairly inactive and only light second-hand interest was each, reports Gill and Ouflus. Official closing (am): Cosh 880-1 /831-15), three months 897,5-8.5 /900,5-1), sattlement 881 (881.5). Figal Karb close: 899,89.5, Official closing (am): Cosh 860-60.5 /869-6), three months 880-2 (883.4), settlament 860 5 (366), US Producer prices 61,50-67 cents per lb. Total turnover: 28,600 tennes.

LEAD	Sept
Unolficial + ar close g.m.) — High/low £ per tonae	March 1414-1416 + 0.0 1478-1455 May 1494-1495 + 7.0 1481-1455 July 1513-1514 + 9.0 1516-1585 Sept. 1530-1638 + 7.6 1651-1624 De G. 1656-1557 + 9.0 1556-1648
Cosh 263,5-4 -1,75 670;260 3 manths 265,5-6,5 -0,75 272,265	Sales: 2,463 (2,483) loss of 10 tonnes, rCCO indicator prices (US cents per aound). Only price (ar August 14;
Official closing (am): Cash 265.5-6.5 (265-5.5), three menths 268-8.5 (265-5.5), settlement 266.5 (265.5).	91.78 (90.87); five-day average for August 15: 91.75 (91.26).
Final Kerb close: 266-66.5. Turnover: 13,300 tennes. US Spot: 21.25-24 cents per lb.	COFFEE

NICKEL

ZINC

GOLD

i destraint a sell	Wednesday	'a Dalas.		40CC-0-1
Unofficial + of olosesp.m.i — High/low	COFFEE	Yesterdo) Close	+ or	Business
Cash 2510-20 - 7.5 5 montho 2535-40 +12 2550:2680	Sept,	1810-1816	_3e.0;	1852-1805
Official closing (amj: Cash 2520-30 '2435-90), three menths 2542-5 (2512-5), settlement 2530 (2490), Final Yerb close: 2535-40. Turnover: 870 lennes.	MayJuly	1889-1826 1822-1826 1835-1840 1840-1870	-40.0 -49.0 -50.5 -70.0	1877-1625 1880-1822 1880-1880 1800-1880
TIN KUALA LUMPUR TIN MARKET: Close 14.10 (14.10) ringgit per kg.	ICII indi	r August (140.97);	13: C	f 5 tonees. cents per omp. deily y average

SOYABEAN MEAL

01020	(i	aono
 127,8-128,1 129,7-150,8 150,6-151,6 129,1-150,0 129,0-129,0 (26) lots		

Who deliver tanaed lay as	est stead red pdices, commissioned through lang liquid ck.	, than on hou shout	exsed or se salling the day o	aus- Ser- n nat-	Coa
WHEA	т —		BA	RLEY	e
Math	esterday's Close	+ or	Yest'rdy's Close	+ 0	9
Sept	104,35 106,36	05.0- 65.0- 68.0-	104.1e	-0.58 -0.45 -0.60	V

Business done—Wheat: Sept 104.65-4.25, Nov 108.80-6.35, Jan 105.70-9.35, Mar 112.45-2.25, May 115.00-4.80. Selen: 239 lots of 100 tunnes. Barley: Sapt 102.25-107.75, Nov 104.60-4.10, Jaa 107.55-7.00, Mer 106.90-9.60, Mey untraded. Bales 178 lots al 100 tonnes. LONDON GRAINS—Wheat: US dark northern apring no. 1 15 per cent Aug 94.50, Sept 95.50, Oct 97.00. U2 ne. 2 aoft red winter Sapt 92.75, Oct 94.25, Nov 95.75. Fmnch 111-12 per cent Aug 125.00. English leed lob Sept 106.25/107.25, Oct/Dec 111.00/111.75, Jan/Mar 115.50, Apr/Jun 112.00 sellem. Maize: US ne. 3 yellow/French trasshipmat sest coast Aug 151.00. Barley: English leed fob Aug 104.00, Sept 105.25, Oct/Dec 110.50 sellem. Jan/Mer 114.25/114.75 buys// seller.

sellarm, Jan/Mer 114.25/114.75 buys/ sellar. HGCA—Locatiens! sellarm aport prices. Feed barley: 8. East 95.20, 5. West 98.80, W. Midg 96.20, N. East 97.30. The UK monetary coefficient for the week begiasing Moadey August 15 is expected to change to 1.190.

SUGAR

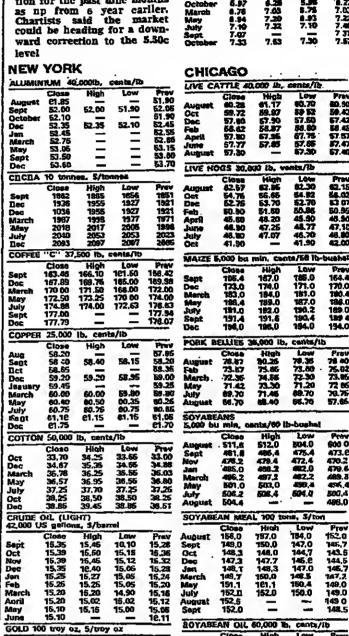
PARIS—(FFr per tonne): Oct 1281/ 1282, Dec 1285/1275, Mer 1305/1308, May 1335/1340, Aug 1366/1382, Oct 1405/1422. Aug 1300/1302 Oct 1405/1422. LONDON OALLY PRICE — Raw auges 5145.00 (207.50), down \$6.00 (down £4.00) s toans for August-Septembet dalivery. White sugar \$187.50, down \$2.50. \$2.50. Indications that more auger could be localised under the US loan programma thus causing further distressed asies by the US caused a lutther lell la prices, reports C. Czarnikow,

con- tract	close	close	ache
	8 per to	2270	
Det Dec War	188,0-188,2 140,0-148,0 162,6-168,0 168,0-158,8	148.0-147. 157.2-167. 101.4-161.	0 147,6 6 168,0-16 6 162,0-16
\ug Dat	101,4-182,0 182,0-165,0	184.0-166.	188,2-15

US MARKETS

COFFEE FUTURES closed sharply lower as traders re-established short positions following a short-covering rally on Wednesday, reports Helnold. Commission bouses rally on Wednesday, reports Helnold. Commission houses and locals were early sellers. There was no fundamental news behind the early plunge but some renewed short-covering helped libe market appears to continue to be caught in a trading range between 160c and 170c, bases September and December, with no fundamental developments to push the market out in either direction. Market participants are awalting the next Brazilian coffee crop estimate as well as the development of growing conditions for the new crop. Sugar futures closed on lows reflecting computer selling hy commission houses and computer funds. A bearish foctor was a report that the Indian Sugar Mill's Association estimated Indian sugar production for the past aine months as np from 6 year cariler. Chartists said the market could be heading for a downward correction to the 5.50c ward correction to the 5.50c

NEW YORK



Ciosa High Low Prev
Sept 278.4 278.4 254.4 254.2
Dac 260.0 260.2 266.0 256.0
March 254.6 258.5 255.4 256.4
May 244.4 246.0 244.0 244.0
July 277.2 240.0 237.2 277.0
Seot 238.4 237.4 237.4
SPOT PRICES—Chicego Loose lerd
15.00 (seme) cents per pointd, Hardy and Herman eliver bullen 431.0 (533.0)
cents per troy ounce.

September Qubel firmed further in this trading. Uncertainty over price trands restricted &rent treding. Nymest WTI for September opened 12c down but traded Sc up at 1.30 am EDT. The petroleum products market had a very quiet day across the board with European holidays looming — Patroleum Argus, Londos.



Close High Low 14.22 14.31 14.15 14.26 14.40 14.23 14.41 14.53 14.98 15.00 15.13 14.96 15.49 15.58 15.40 15.70 15.85 16.70 16.92 16.92 15.99

WHEAT 5.000 by min, cents/60 b-bushe Close High Low Pres

GAS OIL FUTURES

Month	Yatrday's Close	+ 0"	Business
	US \$ per topne		
Sep Oct Nov Dec Jan	139.00	-1.50 -1.25 -2.80	122,00 25,50 152,50-25,60 150,25-54,21 150,50-45,25 153,50-45,25
Tumovar:	2.311 (3.	285\ I	nts of 100

Hydrogen plant for BSC Llanwern site

US industrial gases group of the same name, is to hulld a hydrogen plant at British Sleel Corporation's Llangern

The plant will purify coke oven sas from BSC to supply hydrogen by pipeline to BSC Llanwern and Orb. and to Mondue on-stream late this year, will

White House defends sugar sale to China

THE WHITE HOUSE moved yesterday to defend its contro-versial decision to sell cut-price sugar to Chioa, reports Reuter from Washington.
After Canberra had angrily

ettecked tha move and sug-gested il could threeten the military allience between Australia and the US, Mr Larry Speakes, the White House spokesman, insisted that the sale would merely fill in for crop shortfalls of some of China's

snortials of some of China's traditional suppliers.

"China is a large importer of raw sugar and certain of her suppliers, particularly Cuba, had crop shortfalls, putting China in somewhat of a short snooly situation," Mr Speakes

sald. The \$15.3m price for 145,850 tonnes of raw eugar is well below the current world market level but, Mr Speakes declared, "we simply mel the price of competing suppliers."

The group says that financing ber of recent Canadian projects techniques are becoming more sophisticaled. In Australia comment loans, among them the reopening of the Faro zinc mine by Curragh Resources, Curragh,

Innovations in mine financing

BY STEFAN WAGSTYL

Economics Group, a US

research company.

In a survey of 116 recent financings totalling \$3.4bn, the group found that \$1.3bn had heen raised in hank loans, often for the larges; projects. Loans were used in 25 financings. accounting for 38 per cent of all the capital raised. By contrast stock offerings

were used more frequently to finance smaller projects — 35 equity issues, 30 per cent of the total financings, accounted for just 12 per cent of the money research.

eingle higgest source of finance for mine development, although there is a trend towards more inlerest rates are often as low sophisticated money raising as 3 per cent because the banks techniques, according to Melais themselves have no borrowings themselves have no borrowings costs involved with the metal. The group recorded 10 gold loans tolalling \$90m.

Base metal mining companies have developed another lech-nique—consumer credits, where a mine customer (a smeller, for example) lends funds in return for an assured source of concen-

Metals Economics found 18 cases of government assistance, worth a total of \$312m. It says such aid is more common in Canada and Latin America than money raised. in the US or Australia. A num-The group says that financing ber of recent Canadian projects

BANK LOANS still provide the they borrow bullion from a hank which bought the mine from Cyprus Anvil is getting \$11.25m from the Yukon government plus a guarantee for \$5 per cent of \$11.25m commercial credit.

clamber occasionally back to \$240-\$250, at worst it won't even bold \$180," said one

seasoned trader.
But Malaysia is locked inlo

output expansion. Under the Fifth Development Plan (to 1990) yield improvement and a

rise in area to 1.8m hectares

is seen taking production to 5.7m tonnes — aqual to an oil yield of 32.2m tonnes of soya-

Tha slump in prices casts doubt not only on production strategy hut on export tactics, too. Traders say Malaysian plan-

tation houses could bave sold more of the excessive produc-

tion last winter when prices

dict 9m tonnes on stream.

ans (more than half current US prodoction). By the year 2000, government agencies pre-

Companies have also deve-loped new ways of ettracting equity finance, says the report. In Canada, Sherr-Gold, a subsidiary of Sherritt Gordon, raised \$18m by selling shares with warrants for gold options

Larger companies often try to finance projects loternally to avoid deht and stock dilution. Consolidated Cold Fields, the London mining finance house, provided half the capital for the development of the Mesquite mine in California by its sub-sidiary Gold Fields Mining

Mining Development Bi-monthly, Metals Economics Group, 1722, 14th Street, Boulder, Colorado.

South Africa's other key metals

THE FEVERISH rally in the ing at the beginning of the platinum and gold markets this year. High carbon ferro-chrome week has yet to make any is priced at aboul £952 impact on a range of other per lonne and ferro-manganese drastically in the next two to South African-supplied metals is fetching about £260 per tonne. three years. Production is curwhich ere much less glamorous but at least as important to

industry.

In the markets for antimony, vanadium, manganese and ferro-chrome, South Africa occupies a key position. In antimony, a metal used in hatteries end ammunition and as a flame retardant, the republic accounts for approximately 25 per cent of non-communist world (NCW) mine production. Its share of NCW mine production of venadium, an essential ingredient in steel pipe-making and an additive to high-speed steels, currently stands al 73 per cent, while its output of ferro-chrome, used in making stain-

chrome, used in making stain-less steel, accounts for 30 per cent of the Western total. In spite of their stralegic importance to the rest of the world, non-precious metals account for only 5 per cent or 6 per cent of the republic's total export earnings—a fact which bas led come troders to speculete thal Pretoria might choose to restrict their sale as choose to restrict their sale as a counter-sanction against the

However, so far at least, there has been precious little change in market behoviour in these four materials. Why?
Analysts are of one mind: it

is, they say, the glittering per-formance of the precious metals, and not the rather dull metals, and not the rather dull showing on the part of the ores and alloys, which is the oddity, al least for the time heing. The rise in the platinum and gold markets has been fuelled by self-fulfilling technical factors, with a large input from privete investors. Many traders believe the repid price movement this week was premature. menl this week was premature. The potential for such

The potential for such frenetic sctivity in the ores and alloys markets is greatly reduced by the nature of the markets themselves. The absence of a terminal market such as the New York Mercantile Exchange, where platinum futures are traded, reduces the involvement of speculators. involvement of speculators.

Price movements in the alloys

and ores markets tend, therefore, to relate directly to the hard facts of industrial con-

heen trading in relatively healthy volumes over the past rew weeks, but pricee have not risen unduly and remain broadly comparable with levels prevail-

There le, as yet, little more than rently increasing in Turkey, a passing mention of potential Albania, Brazil, Finland and disruption in South Africa in

ments. One reason why decent volumes have changed hands is that many consumers are thought to have left a greater particular are keen to exploit proportion of their n

However, those figures, based oriented commodity with ample on customs cleared stotistics supplies of ore elsewhere, 1982-84, are set to change quite Greece, and new plants have most people's market assess- already been commissioned in

ft a greate	er particul:	ar are k	een to exploit
needs unfu	d- their pr	oximity to	the European
	OF STRATE		
Antimony	Vanadium	Mangane Ore	e Chrome Ore
7,440	12,516	2.8m	3.4m
6,500	9,500	10m	2.5m

MERCURY: European free URANIUM: Nnexco exchange market, mln 99.99 per cent, \$ vaine, \$ per lh U,0, 17.00.

filled by long-term contracts in the belief that oversupply this market share in the medium year would force prices down term. No one is pretending and allow spot market bargains, merchants say.

The state of the bargains of the state of the medium prices would not rise if South Africa did disappear from the

markets would react and how far prices might rise depends largely on the timing of disruption, because in most cases allernative sources of supply are being developed rapidly.

Industry, as each moth case all each matter, as each moth copper production is shipped via South Africa and would presumably be a prime target for counter sanctions. Such disruptions would almost certainly be satisfully. eing developed rapidly.

In the case of ferro-chrome, diverted from non-essential or instance, Japan and West applications and government sumption and supply rather than 10 the mora esoteric influence of chart trading and "sentiment."

Merchants in the UK report that ferro-chrome and ferromangument and supply from the republic. That ferro-chrome and ferromangument and supply from the republic. That ferro-chrome and ferromangument and supply rather that ferro-chrome and ferromangument and supply rather than 10 the mora esoteric influence of chart trading and of their imports. In addition in the US, the UK (which has Chile, Australia and Papua New both take about 60 per cent to this year halted a stockpile dismantling programme) and government New projects and major exceptions are due to come on Such stockpiles currently exist the use to come on Such stockpiles currently exist the year halted a stockpile dismantling programme) and government New projects and major exceptions are due to come on Such stockpiles currently exist the stream, however, in Portugal, in the US, the UK (which has Guinea in the next two to three mantling programme) and government New projects and major exceptions are due to come on Such stockpiles currently exist the use of their imports. In addition in the US, the UK (which has Guinea in the next two to three mantling programme) and government New projects and major exceptions are due to come on Such stockpiles currently exist the use of their imports. In addition in the US, the UK (which has Guinea in the next two to three mantling programme) and given the steady of the imports from the republic. The use of the use o

supplies of ore elsewhere, notably in the Soviet Union. Brazil, Gabon and China. Facili-ties to process the ore are also plentiful enough to offset a curtailment in South African shipments.
The vanadium market is

another case in point. The industrial world may be reliant on South Africa for some 73 per cent of non-socialist output, but aggregate Chinese and Soviet production is equal to 82 per cent of the rest of the world figure, and comfortably outstrips South Africa's total output. Meanwhile there is new capacity to he hrought on stream if necessary in both Canada and

the US.

It used to be standard practice in metal market eccounting to separate socialis1 production oul from world figures and treat it as statistically unreliable, with exports subject to whim rather than market forces. But that view is changing rapidly.
Both China and the Soviet
Union are now seen as sophishcated players on the international metals markets. Both
countries are helieved to be well able to aither increase pro-duction of metals affected by any South African sanctions, or

in order to free more malerial for export.

A combination of both

of metals which could be affected by the South African factor is copper, Its price bas slipped £150 to about £900 a toune on the LME this year and it is found in the continuing

Onld authion (fine ounce) August 14

88.00 98.50 56.80

official + or High low	olose — do
£ per tonna 10-1 —2 548/545 16-3 —1 545/548.5	August 126.5-123.6 -0.25 October 128.2-128.6 +1.80
ing (am): Ceah 545.5-8 hree months 544.5.5 tiement 546 (539). Fisel 41-3.	Dec
,250 tonnes. UE Prime 0-44.75 ceats per ib.	Sales: 20 (25) lots of 20 lone
	GRAINS

Gald lall St as ouace from Wednesday's close is the Loadon bulles market yesterday to finish at \$384-\$385. The mail opened at \$384-\$384's and treded between a high of \$385's-\$385 and a low of \$383-\$383's. Recent	Wheet steaded refi delivered pdices, then e taked commission house lay assed throughout the yous lang liquidation, r Roddick.	88 88
scrivity tended to evaporate with traders content to consolidate positions for the time being before contemplating any assault on the 400 level.	WHEAT Yesterday's + or Ye Math Close -	st'



SILV	ER			
Sliver	was fi	ked 10,	85p sa	oun
lower fo	r appt d	delivery	in the	Londa
bullion				
US cent	sovivale	nts of	the fixin	e leve
wera: a	DOT 5280	. down	16.5c	Thre
month 5				
543.5c,				
ECO 3-	1000	D- 75	Ollu .	2.111411
560.3c, d	ICWN IO.	.SC. IN	metal	open
et 355-35	96'zp (52	9-531c)	and c	osed

et 355-356 355-356 ³ zp		31c) :}.	end close	d et
BILVER per troy oz	Sullioa Fixing Price	+ or -	LM.E. p.m. Unoffic')	+ or
Spot 5 menths. 8 months. 15 months	370.90m	10,8 11,4 11,6 12,6	350p 360,75p	4.6 4.76
LME—To	irnover: 3	5 (1 <u>i</u>)ots of 1	

LIVE CATTLE | LIVE PIGS Month Yiday's + or Yiday's + or 103.50 +5.00 +1.30 104.00 - \$8.30

MEAT COMMISSION Average latetack prices at regresorative markets. GB—Cattle 96.50p por kg lw (+1.M), GB—Sheap 158.13p per kg eat dow (+2.96), GB—Pige 78.40 ger hg lw (-0.77)

98,50

International Sugar Agreement—(US centa per pound fob and etowed Caribbean porta). Pricea for August 13: Osily arice 5.88 (6.16); 15-day everage 8.12 (6.10).

398.0 391.0 391.0 391.3 399.5 400.3 399.8 403.7 403.5 407.3 408.0 411.0 412.9 412.9 422.0 422.7

PLATINUM 50 troy oz, \$/troy oz

FREIGHT FUTURES Hedge selling on the opening, as espected, quahed October below 700 on the dry carge market but, with bulkers steady and more physical sclivity resorted, resewed short-cover-

Dry Cargo 700/701 718/696 715/720 130/135 746/130 741/745 766/770 772/761 763/796 715/720 720/717,2 705/730 750/796 800/810 90 190/890 775/850 880/810 696 800/970 775/828 110/820 070.6 563 Tumover: 185 (385) | Close | Nigh /Low | Prev. Tankers Aug. 1340/1350 — Sep. 1010/1050 1210 Oct. 1120/1800 — Nec. 1120/1800 — Mar. 1100/1100 — Juse 1100/1100 — BTI 12818 —

> **POTATOES** The market was initially £8.00 firmer, basis April, Isliowing a recovery is the Outch melket. Traders were assutious, tending to distrust the Dutch lead, and volume was thin at these higher levels. Oato Hollead closed London lest direction and drifted beth, imports Coley and Herper.

Month Close Previous F £ per tonno | Per tonno | 190.30 | 117.00 | 126.50-128.60 | Feb | 139.50 | 130.00 | 135.91-151.09 | Apr | 189.60 | 167.40 | 195.56 | 168.80 | 169.50 | 1000 0 | 202.80 | Nov | 87.30 | 83.50 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100. Salas: 891 (1,174) lots of 40 trases. Earlies — Aug 33.50, +3.50; Sapt 87.00, +4.50, Salas: 0 lots of 10

RUBBER

Promium gasoline... Gas Oil....... Heavy fuel oil Naphtha.....

AIR PRODUCTS, part of the works in South Wales.

santo at Newport. Its capacity. be six metric tonnes a day, and it is the first hydrogen plant of its type in the UK.



thal some of the Chiteful and its shipments are heavily tonne on the Larr this year unmoved markets could move and its shipments are heavily tonne on the Larr this year unmoved representation of the Larr this year unmoved markets could move to become a transport system and ports.

Much of Zambia's and Zaire's ruption were to become a reality. The questions of which markets would react and how

native sources of supply are being developed rapidly. for instance, Japan and West Germany both rely on South the same source, plus almost the motor industry, could simply nr even prolonged shutdowns, half of its chrome ore, and the end if supplies tightened far caused by South African actions.

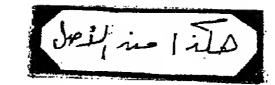
There is no doubt however market, particularly since Zim-thal some of the currently babwe is also a major supplier unmoved markets could move and its shipments are heavily

to curtail domestic consumption

measures is expected by some traders to go a long way towards filling the geps that may arise in the supply of platinum group metals, antimony and vanadium. Prices would be alowed to rise a little, of course, hut not far enough to force substitution or significant cut in consumption. Probebly tha least glamorous of metals which could be

per cent to 15 per cent of the world'e copper production. New projects and major ex-

enough, many traders believe. Martin Abhott is deputy editor Ferro-manganese also is (non-ferrous) with Metal becoming less of a South Africa- Bulletin.



CURRENCIES, MONEY and CAPITAL MARKETS

FOREIGN EXCHANGES

Dollar steady after weak start

THE DOLLAR opened lower from overnight levels but was confined £ IN NEW YORK thereafter to a narrow trading range. There was insufficient news to lift the current lethargy prevailing in the market. Expec-tations of a cut in the US dis-count rate were behind the initial decline but many traders saw such optimism as a shade pre-mature. West Germany's decision to leave its discount rate un-changed after yesterday's meet-ing of the Bundesbank central council also contributed to the

THUR AREA ST

CHICAGO

1 -- 1 627

21

1 . 10 . 2 2

0.7

Aug 14 | Latest | Prev. close Spot | \$1,4920-1,4838-81,4890-1,4890 | month | 0,47-0,40 pm | | 0,45-0,43 pm | 3 months 0,89 0,86 pm | 1,30-1,28 pm | 18 months 4,55-4,45 pm | 4,55-4,45 pm | Forward premiums and discounts apply to the US doiler

mature. West Germany's decision to leave its discount rate unchanged after yesterday's meeting of the Bundesbank central council also contributed to the weaker tone.

However hopes still remain thet a concerted cut in rates by West Germany, Japan and the US may be possible pext month. News if 0.4 per cent riss in US business inveniories was much in line with expectations and dilittle to dispel a feeling that the US economy was still showing little sign of breaking sway from its recent sluggish trend.

The dollar closed at DM 2.0620 from SFr 1.6700. Against the yen it finished at its worst closing level ever at Y153.70 down from Bank of England figures, the dollar's exchange rate index fell from 110.9 to 110.5.

STERLING — Trading range against the dollar in 1986 is traders juggled with an unchanged interest-rate policy after systerday's Bundesbank central and the subject of the

POUND SPOT-FORWARD AGAINST POUND

14 spread Close Ope month p.s.

1.4850-1.4940 1.4930-1.4940 0.46-0.432 pm

de 2.0530-2.0694 2.0690-2.0590 0.31-0.22c pm

d. 3.451-3.471 3.461-3.472 11-10 pm

d. 3.451-3.471 3.461-3.472 11-10 pm

d. 3.451-3.672 3.65-3.76 17-12c pm

d. 1.492-11.1692 11.572-11.582 2-par ora pm

d. 1.492-1.1103 1.1075-1.1095 2-ray par-0.10p dis

cer. 3.051-3.0872 3.672-3.887 17-13-pr pm

gal 215.91-217.98 216.34-217.88 65-165c dis

-5.3

2168-21202 21191-21202 3-56ire dis

-2.2

2108-21202 21191-21202 3-56ire dis

-2.2

2108-210.089 10.09-10.394 1-pm-10rs dis

1 2282-230 12-10.394 10.072-10.394 1-pm-10rs dis

1 2282-230 229-230 14-fry pm

1 2282-230 229-230 14-fry pm

1 2282-230 229-230 14-fry pm

1 2482-2482 2472-2484 13-1c pm

0.4

Selsien rate is for convertible frames. Financial frames. Six-month forward deliar 2.53-2.48c pm. 12-raouth p.a. months p.a.

3.58 1.32-1.27 pm
1.64 0.88-0.52 pm
1.10
4.32 37-31 pm
4.25
2.73 42-33 pm
4.26
-0.54 0.05-0.20ds
-0.54 0.05-0.20ds
-0.54 190-40 dis
-0.50
-1.32
-4.57 127-131 dis
-5.56 127-131 dis
-5.57 127-13 2.73 42-33 pra 0.39 ½ pm ½ dk -0.54 0.05-0.20ds 0.35 42-34 pm -6.35 180-460 dls -3.31 110-195 dls -2.26 5-9 dis -4.57 12½-13½ dis 2.62 64-62 pm 0.23 3-22 pm 0.23 3-22 pm 4.72 25-215 pra 0.44 31-32 pm 1 franc 64.30-64.40 pm

DOLLAR SPOT-FORWARD AGAINST DOLLAR

ring 14 spread Close One month p.s. months One month

EXCHANGE CROSS RATES

AUS 14 | E . S | DM (YEN | EFC. | SFC. | H.FL. | Lira | CS | B.Fr. 1. 1.494 5.080 239.5 10.02 2.485 3.470 6120, 9.069 63.70 0.070 1. 2.062 1.55.7 6.706 1.668 8.304 1420, 1.386 42.65 DM 0.386 0.495 1. 74.51 3.802 0.806 1.127 886.3 0.672 20.68 YEN 4.357 6.006 13.42 1000. 43.66 10.82 15.12 8807. 8.015 277.0 0.998 1.481 8.070 220.1 10, 2.478 3.464 0116 2.065 63.50 0.403 0.602 2.241 92.45 4.035 1. 1.396 854.0 0.833 20.66 0.898 0.430 0.888 66.14 8.887 0.715 1. 611.0 0.896 18.36 0.472 0.704 1.453 108.3 4.786 1.171 1.837 1000 0.876 30.05 H FL Lira C \$ 0.485 0.782 1.488 110.9 4.843 1.200 1.078 1025 1. 30.80 8 Fr. 1.570 8.345 4.835 360.3 10.73 3.897 6.447 8328 3.247 100. Yen par 1,000; French Fr per 10; Ura par 1,000; Belg Fr per 100.

EURO-CURRENCY INTEREST RATES

Six Months Month Sterling..... U.S. Dollar... Can Dollar... n Dulider ... Sw. Franc ... Deutschmrk 918-10-14 018-014 016-058 054-618 112-154 4-1-4-3 7-712 11-1214 8 7 5 6 6 7 7 8 16 0 54 0 73 1 1 2 1 54 7 7 19 1 1 1 3 7-714 7-712 45-418 9-912 01s-014 716-746 7:712 4|1-476 9-914 6|1-6|1 714-712 7-712 456-416 956-1018 016-614 079-754 084-714 459-412 9 912 -014-688 718.756 7-718 454.413 814.054 614.613 714-712 7-712 458-416 848-978

Long-term Eurodollers: two years 62-64 per cent; three years 72-75 per cent; four years 72-76 per cent; five years 72-8 per cent nominal. Short-term rates era cell for US Dollers and Japanese Yen; others two days' notice.

council moeting and comments by Mr Martin Bangemann, West German Economics Minister, that the authorities were not interested in o furthor dollar fall. In the absence of any real volume, partly due to the summer holiday season, the dollar was confined to a narrow range. Elsewhere the D-mark was generally firmer, improving against the French franc and fixed at a record high of L688.50 against the Italian lira. The dollar closed of DM 2.0585 from DM 1.0685. German Economics Minister, that

LIFFE E/S OPTIDNS £25,000 (cents per £1)

PHILADELPHIA SE E/S OPTIONS £12,500 (cents per £1)

20-YEAR 12% NOTIONAL GILT 550,000 32nds of 100%

Close High Low 90,34 90.37 90.32 90.64 90.66 90.62 90.65 90,66 90.62 90.52 90,54 90,50 90.39 60.35 60.35

Close High Low Pray 33.80 33.84 33.78 33.76 53.82 33.85 93.79 93.77 93.73 93.75 93.52 93.52 93.52 93.52 93.27 93.27 93.21

STERLING INDEX

UK clearing bank hase lending rate 10 per cent since May 22

Aug 14 Previous

71.4 71.4 71.5 71.5 71.5

EURO-DOLLAR prices were renewed demand and after openhigher in the London International Financial Futures
Exchange yesterday. US Treasury
bond futures also geinod ground,
helped by growing optimism on
the chances of an oarly cut in tho
US discount rate. While sentiment was generally hullish in the
Euro-dollar sector, the extent of
the day's improvement was of the sentiment was generally hullish in the
functional futures and after opening at 93.85, which proved to he
day's high, the December
contract for three-month Eurocontract for three-month Eurodollars touched a low of 93.79
in good two-wey business and
came back to 93.84 aftor the
opening of Chicogo before
functional Futures
the day's high, the December
contract for three-month Eurodollars touched a low of 93.79
in good two-wey business and
opening of Chicogo before
functional Futures
the day's high, the December
contract for three-month Eurodollars touched a low of 93.79
in good two-wey business and
opening of Chicogo before
opening of Chicogo before
functional functions and the day's high, the December
contract for three-month Eurodollars touched a low of 93.79
in good two-wey business and
opening of Chicogo before
open the day's improvement was o firmer note at 101-00 for Sep-marred to some extent by tember delivery up from 99-16 persistent profit-taking. How-on Wadnesday and touched ever, this in Itself prompted 101-01 before being sold again

The yen was firmer in quiet trading in Tokyo yesterday. The US dollar came under a little selling pressure amid growing speculation that the US authorities would cut the discount rate in the face of a sagging economy. However there was insufficient volume to push the dollar sharply weaker with fears of central bank intervention also inhibiting traders from running inhibiting traders from running too short. The dollar closed at Y153.60 down from Y154.05 in New York and Y154.25 in Tokyo on Wednesday. It touched a low of Y153.50 but found sufficient support at this level to recover a little.

DM 1.0685.

JAPANESE YEN — Trading

range against the dollar in 1986 is 202.70 to 153.70 July average 158.61. Exchange rate index 218.4 against 191.7 six months

CURRENCY MOVEMENTS

Bank of Morgan England Guaranty Index Chango Sterling
U.S. Dollar
Canadian Dollar
Austrian Schilling
Belgian Franc
Banish Kroner
Boutscho Mark
Swiss Franc
Guildor
French Franc
Lire
Yon 71.4 110.5 77.4 130.0 96.0 88.2 108.2 108.2 128.0 08.7 47.4 818.4 -20.8 +0.0 -18.8 +8.0 -6.7 +0.4 +17.4 +01.5 -13.5 -16.4 +82.0 Morgan Guaranty changes: average 1980-1982=100, Bank of England Index

CURRENCY RATES

Bank Special European rate Brawing Currency X Rights Unit 10% NOTIONAL SHORT GILT £100,000 64tis of 100% Est. volume 2.135 (1,270) Previous day's open int. 74,230 (14,192) THREE-MONTH EURODOLLAR

 C\$/\$QR rate for August 13: 1.67653.
 \$QR rate for August 13. OTHER CURRENCIES

Arg'ting., 1,4315-1,4370,0,9600-0,0e30 Ary 'tine... 1, 4315-1, 43700.9600-0.0620
Aus' alta... 2, 4036-2, 4055-1, 5115-1, 8130
Brazil...... 20,53-20,65 1, 5115-1, 8130
Greace ... 189,55-801,70133,28-150.37
H'kong.... 11,578-11,9167,7765-7,7776
Kuwait ... 0, 4335-0, 4345 0, 28990-0, 89118
Lux'burg 63,69-63,75
Malaysia... 3,9200-3,9400 2, 6300-2, 6400
N'Z'land, 8,9020-2, 96901, 19900-1,9960
Saudi Ar, 6,0660-6,6010 3,7025-3,7540
Bin'p ore... 22,166-5,6255,6,1890,2,1890
SAA(FR),7,23755-7,6480 4,8780-5,1260
U.A.E......5,7465-0,4810 3,8786-3,8750
"Selling rate. 9.00 am 19.00 am

EMS EUROPEAN CURRENCY UNIT RATES

±1.5368 ±1.5403 ±1.1127 ±1.3659 ±1.5069 ±1.6683 ±4.0734 Belgien Franc ...
Denish Kroner ...
Gormen 11-mark
Franch Franc ...
Dutch Guildel ...
Irish Purt
Italiao Lim +1.18 +1.34 -0.18 -0.21 -0.17 -0.56 -1.72 43.1139 7.81701 2.11063 8.87318 2.37633 0.764976 1476.95 43.6134 7.92143 2.10699 6.85872 2.37428

FINANCIAL FUTURES

Eurodollars firm

out volues eased once more to break through 100-21 to a low of 100-14 after touching a high of 100-28. The price finished at 100-28 as further ouying deve-Significantly dealers reported

growing bullish undertone. Sterling based contracts were generally firmer on an improved outlook for lawer interest rates but tended to lock conviction ahead of any possible cut in rates by the US, Japan or West Germany.

signs of renewed retail demand with investors starting to take o renewed interest, so adoing to a

LIFFE US TREASURY BOND FUTURED OPTIONS

LONDON OF E/S EPTIONS £12,500 (cents per £1) Striko Calls—Lost Oct Dec Aug Sopt Oct Doc 135 — 16.80 — 16.80 — 0.50 — 1.50 140 8.20 0.20 0.00 0.55 5.95 0.20 0.20 0.70 165 3.85 160 0.25 1.65 2.40 8.55 1.35 2.50 4.05 6.15 155 0.15 0.20 — 0.95 11.50 11.50 7.85 9.45 150 0.50 0.20 — 0.95 11.50 11.50 7.85 9.45 150 0.50 0.20 — 0.95 11.50 11.50 — 12.70 165 0.10 0.20 — 0.70 77.25 17.40 — 18.70 Previous day's open int, Calle 4,669, Puts 2,227 Volume, 362

LIFFE-EURODDLLAR OPTIONS Mar June 0.04 — 0.08 — 0.09 — 0.14 — 0.20 — 0.28 — 0.39 —

 Otrike price
 Cella—Lest price
 Puts—Lest Aug Sept Dec Mar
 Mar
 Aug Sept Dec Mar</t CERT, OEPOSIT (IMM) 01m points of 100% UO TREASURY GINOS (CBT) High 101-10 100-10 99-10 98-20 97-22 96-26 96-08 Est. volume 6.072 (5.959)
Previous day's open int. 14,236 (13,728)
Basis guote (clean cash prica of 13%
Trassury 2004-06 less aquivalent price
of naer lutures contract) —4 to 4 Close High Low Prev Sept 100-28 101-04 100-14 99.15 Dec 100-07 100-16 100-00 99.27 Est. volume 8,112 (6,375) Previous day'e open int. 8,229 (8,192) CHICAGO THREE-MINTH EURODOLLAR (IMM) \$1m points of 100% Est. volume 208 (516) Previous day's open int. 4,276 (1,148)

CURRENCY FUTURES POUND-S (FOREIGN EXCHANGE) Spot 1-mth, 3-mth, 6-mth, 12-mth, 1.4935 1.4891 1.4806 1.4885 1.4482 IMM-STERLING SS pet E Letest High Low Prev 1,4895 -,4900 1,4840 1,4857 1,4790 1,4790 1,4710 1,4804 1,4660 1,4660 — 1,4740 — 1,4540 Lettest High Low P
Sept 1,4895 ,4890 1,4790 1,4710 1,48
March 1,4660 1,4660 — 1,4
June — 7,48

LIFFE—STERLING £25,000 \$ per £ Prev 94.56 | LIFFE-STERLING £25,000 \$ per £ 94.76 | 94.76 | 94.77 | Sept 1.4856 1.4835 1.4830 1.4809 | 94.54 | Dec 1.4743 - 1.4837 | 94.05 | March 1.4625 - 1.4575 | 53.80 | Est. volume 7 (4) | 33.54 | Previous day's epen int. 1.701 (1,705)

on profit taking down to 100-25. This attracted renewed demand but volues eased once more to

\$50,000 Portfolio \$5,000 Syndicate Share Galned \$64,000 to \$11,400 net Galned \$6,400 to \$11,400 net \$50,000 Portfolio \$50,000 net Gained \$36,000 to \$86,000 net "72% net ♠ Individual Portfolios (rom \$50,000 ♠ Syndicate Shares from \$5,000. Full information, Trading Records and Analysis From: International Investment Research Corporation, 37 Hill Street, St. Holler, Jersey, Channel Islands, UK, Telephone: 0534 79681 Telep: 4192185.

> THOMSON-BRANDT INTERNATIONAL B.V. US\$ 50,000,000

Company Notices

The TRADAMATIC™ Currency, Metals & Financials Portfolio

12 months ending December 30th 1985

* 128% net

\$5,000 Syndicate Share Gained \$3,600 to \$8,600 net

6 months ending June 30th 1986

8% GUARANTEED EQUITY NOTES DUE 1996 Guaranteed by Thomson \$.A. Principal payable in ordinary shares of Thomson-C5F

Notice is hereby given that the Exchange Dats (or the above issue will be 15th September, 1986. On and after this date the tomporary global certificate will be exchangeable (or definitive notes upon cerclication of non-US beneficial ownership and Thomson-Brandt International B.V. will, at the option of the holder of any Note, repay such Note through the delivery of ordinary shares of Thomson-CSF at the Share Payment Rate (as defined in the terms and conditions of the Notes) in accordance with the terms and conditions of the Notes.

The Share Repayment Agent is Banque Paribas (Luxembourg) S.A. 10a Boulsverd Royel, Luxembourg-Ville, Luxembourg

> INTERFIRST TEXAS FINANCE N.V. US\$100,000,000

Guaranteed Floating Rate Notes due 1989 In accordance with the provisions of the Notus, notice is hereby mean that for the three menths goved August 13th 1985 to November 13th 1985 to November 13th 1986 to November 13th 1986 the Notus will certy a rate of interest of \hat{u}^*_{16} per cent get entirely with a coupon amount of US\$107.71.

REPUBLIC OF FINLAND REF TO, OUG, GOD T1129 - SOME

REF TO, OUG, GOD T1129 - SOME

ACCO danco with the claure "lederage

LO "outload lederage "lederage

LO "outload lederage

FRF 50,000,000 of the about relevenced bonds at 100.45 on 0 Crober

15 1986 when interest on the bonds

William of the control of the about relevenced bonds at 100.45 on 0 Crober

15 1986 when interest on the bonds

William of the control of the about relevenced bonds at 100.45 on 0 Crober

15 1986 when interest on the bonds

William of the control of the cont

O.K. SAZARS [1929] LIMITED Incorporated in the liquidic of South Africa) NOTICE TO PREFERENCE SHAREHOLDIES

Art Galleries

MATTHIESEN, 7-8 Maxons Yard, Ouke St.
St. James's, SW1, BARDQUE III. 18301700, Until 15 August, Mon. Fri. 10-5.
ZAMANA GALLERY, 1 Cromwell Cardens,
SW7, D1-S84 6612, CENTURIES OF
GOLD—The Coinside of Medical Islam,
Until 5 Bcl, Tue-Sas, 10-530; Sun.
12-5.30, Adm. E1
MALL GALLERIES (near Admirally Archi.
Tell O1-730 6644, Paster Squiety, LAST
FEW BAYS, Elora 4 -- Sunday 17th
August, Open daily 10-5.

SWORLD VALUE OF THE DOLLAR BEANK OF AMERICA NT & SA, ECONOMICS DEPARTMENT, LONDON

The table below gives the rates of exchange for the U.S. dollar against various currencies as of Wednesday, August 13, 1986. The exchange rates listed are middle rates between buying and selling rates as quoted between banks, unless otherwise indicated. All currencies are quoted in foreign currency units per one U.S. dollar except in certain specified areas. All rates quoted are indicative. They are not based on, and are not intended to be used as a basis for, particular transactions.

Bank of America NT & SA does not undertake to trade in all listed foreign currencies, and neither Bank of America NT & SA nor the Financial Times

Bank of America, Economics Dept., London Eurodollar Libor as of August 13, at 11.00 a.m. 3 months: 61₄ 6 months: 61₄

CURRENCY

ECU=\$U\$1.01691 SDR1=\$U\$1.20769 Sibor as of August 13, at 11.00 a.m. 3 months: 6¹4 6 months: 6¹4

VALUE OF OOLLAR VALUE OF 134.90 7.746 2.70 6.728 1.00 1.00 2.957 Afghani (o) Lek Dinar French Franc Spunish Peseta Kwanza E. Caribbean \$ Kina | Guarani (o.c.) | Guarani (d) | Intil. lo) | Peso | N.Z. Doltar | Zioty (o) | Escudo | U.S. \$ 0.9785 240.00 649.50 13.95 20.43 1.9928 162.48 146.10 1.00 50.60 6.796 4.63 6.728 134.30 29.918 2.70 0.952 1.80 Dracima Danish Krone E. Caribbean \$ Pagua New Guinea .. Paraguay ... Franc U.S. \$ winea Bissau (Franc (p Quiar Reunion Isle de la Riyal French Franc 4.3094 5.00 2.00 2.00 7.798 43.80 (Lew (c) Lew (c) Franc Dollar
Dhar
Spanish Peseta
Taka
Botlar
{ Franc (c)
Franc (f)
Dollar 1.00 E. Caribbean \$
Pound*
E. Caribbean \$
French Franc
E. Caribbean \$ St. Christopher . 2.70 1.484 2.70 6.728 2.203 1.60 1423.50 37.4682 3.751 336.40 5.904 24.50 2.159 1.7715 36.00 5.0633 2.6316 134.30 40.70 12.56 1132.00 76.4269 0.3109 1.3429 1.488 1423.50 Krosz Rupee Rupish Riai (a) Digar Punt* (5) New Shekel (4) Lira 2.011 43.82 43.24 2.00 336.40 1.00 1907000.00 1930000.00 2.0921 13.84 2.159 0.9313 336.40 7.0453 101.598 St. Lucia ... Tain US S Itnikan Lira Dobra Riyal G.F.A. Franc Bolivia . 5.47 154.15 0.3211 Serceal Seychelles Sierra Leone Rupee
Leve (2)
Dollar
Dollar
Shilling
{Rand (0)
Rand (c)
Pesota Lev C.F.A. Franc Kyat Franc Franc

Cameroum Rp. C.F.A. Franc

Castada Dollar

Canary Islands Spanish Peseta

Escodo

Cayman Islands Dollar

Cantral Africa Rep. C.F.A. Franc

Chad C.F.A. Franc

Chine Remminish Yuan (3)

Cotumbia Peso (a)

Compores C.F.A. Franc

Congo Pesoie's Rap. C.F.A. Franc

Congo Pesoie's Rap. C.F.A. Franc

Costa Rica Colon

Cote d'Ivoire C.F.A. Franc

Cote d'Ivoire C.F.A. Franc South Africa ... 336.40 336.40 336.40 336.40 336.40 336.40 336.40 336.40 336.40 336.40 336.40 336.40 336.40 356.375 336.40 0.8662 2.0105 Pestra

Spanish Peseta
Rupee
(Pound (a)
Pound (b)
Pound (f)
Lilangeni
Krona
Franc
Pound (o) Laos Piles O Rep. Kip Pound Maioti Dollar Dinar Swiss Franc Luxenberr 134.30 28.18 2.45 2.93 4.00 1.785 2.6316 6.936 1.668 3.925 35.00 44.70 2.6316 1.00 0.3185 1.668 43.82 8.106 758.178 146.10 Pataca Franc(7) Portuguese E Kwasta Ringgit Ruffyse C.F.A. Franc Lira* Franc Dollar (o)
Shiffing
Baht
C.F.A. Franc
Pa'anga
{Dollar
Dollar
Dollar 37.39
41.40
28.09
336.40
1.625
2.409
3.60
0.75
688.00
1.625
4960.10
1400.00
3.673
1.483
153.00
0.688
91.083
1423.50
7.50
17.60
11.7994
1.00
9.50
0.343
400.90
60.05
5.2715
1.7082 6,728 74,80 13,95 671,50 656,40 6,728 6,728 3,355 2,70 8,82 40,068 7.746 177.00 2.70 2.845 2.845 168.50 5.00 5.00 336.40 2.0492 7.746 1.1696 Krone ---- Franc ---- E. Carlobean \$ Lim US S | Peso (d) | Surre (d) | Colon (d) | C.F.A. Franc Australian Dolla (Shilling (m) (Shilling (l) Dirham Pound Sterling* Tugrik (o) E. Caribbean \$ El Sahador . Equatorial Guinta Peso (m)
Rooble
Vatu
Lira
{ Bolivar (e)
{ Solivar (d)
} Bolivar (d) Ber (o) Denish Krone Pound* Dollar Markin S. A. Rand Australian Dollar Rupee Guilder Guilder Dollar 2.6316 2,832 20,50 2,332 1,80 1,9928 70,00 975,00 336,40 1,3244 7,347 4.953 6.728 336.40 6.728 122.327 France Franc
French C'ty in Africa C.F.A. Franc
French Solana Franc
French Pacific Islands C.F.P. Franc Vetherlands Autilies Vew Zealand Vietumi Virgio Islands (British) -Virgio Islands (US) -Vessen -Yessen -Yessen -Yugoslande -Zalm Republic -Zalmisa -Zinsbahwe -(Cordoba (Cordoba (d) C.F.A. Franc 336.40 7.58 2.069 2.069 90.00 1.486 C.F.A. Franc
Detasi
Ostmark (e)
Deutsche Mark
Cedi
Found Naira Krone Oman Sultanate of Pakistan 0.385 16.908 1.00

u.a. Not available. (m) Market rate "U.S. dollars per National Currency unit. (e) Freemarket central bunk. (o) Official rate. (b) Floating Rate. (c) Commercial Freemarket. (e) Controlled. (f) Financial rate. (g) Preferential rates. (h) Non essential Imports. (f) Financial rate. (i) Public Transaction Rate. (k) Approaches. (f) Priority Rate. (l) Venezueiz: For debts incurred prior to February 1963. (2) Serve Leone, 27 Lune, 8b: Leone freely floating. (3) China, 8 Luty, 1986. Youn devalued by 15.9%. (d) Israel, 1 August 1786; New Staked not useful of Local available by 15.9%. (d) Israel, 1 August 1786; New Staked not useful of Local available by 15.9%. (d) Israel, 1 August 1786; New Staked not useful of Local available by 15.9%. (d) Israel, 1 August 1786; New Staked not useful of Local available by 15.9%. (d) Israel, 1 August 1786; New Staked not useful of Local available by 15.9%. (d) Israel available by 15.9%. (d) Is

MONEY MARKETS

UK rates stay the same

INTEREST RATES were virtually unchanged in London yesterday in very quiet and featureless trading. The spread on threemonth interbank money narrowed to 81-91? per cent while other periods were much the same as on Wednesday. Covernight money opened at 91-92 per cent and rose to 10-101 per cent hefore coming back to 91-10 per cent. It rose ogain to 104 per help came to £333m. eni per cent. It rose ogain to 101 per cent with lote balances hid at 10 per cent.

The Bank of England forecast a shortage of around £500m with fectors affecting the market including maturing assistance and o take-up of Treasury bills together draining £499m and the unwinding of previous sale and repurchase agreements a further £78m. In addition banks brought forward balances £85m helow target and there was a rise in the note circulation of £35m. gas on rock the note circulation of £85m.
These were partly offset by
Exchequer transactions which
odded £180m.

The Bank of England revised the forecast to a shortage of around £550m and gave assistance in the morning of £122m through outright purchases of eligible bank bills, £6m in band 1 at 9½ per cent and £14m in band 3 at 9½ per cent. The forecast was revised back to a 30 year Her I make F

MONEY RATES

Frankfurt......

meeting of the central council. This had been the first meeting for a month and despite calls from the US for West Germany to cut its rates, expand its economy and so presumably ease the US trade deficit, the Bundes-

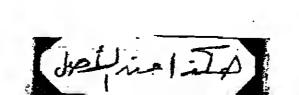
In Frankfurt the Bundesbank showed scant regard for recent prassure from US authorities to rut its interest rates and left the discount and Lombard rate unchanged after yesterday'o

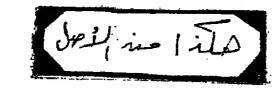
NEW YORK RATES (Lunchtime)

Ovr-nig't Month; Months Months in'y Un

the US trade deficit, the Bundes-bank was keen to stress thet there was no readily apparent reason in its opinion for another over the rate of expansion in cut in rates et least when money supply. FT LONDON INTERBANK FIXING She enouthe US dollars (11.00 a.m. August 14) Three months UB dollars bid 0 to Offer 6 to The fixing rates are the erithmetic seems, rounded to the namest one-sixteenth, of the bid and offered rates for \$10m quoted by the market to five Morgeo Guaranty Trust. LONDON MONEY RATES Month Months Months Tressury Bills (Buy) ...

Treasury Bilts (sell): one month 9th per cent; three months 9th per cent. Sank Bills (sell): one month 9th per cent; three months 9th per cent. Treasury Bills: Average tender rate at discount 0.5445 per cent. ECGD Fixed Finance Saleme IV teterance date July 2 to August 0 (Inclusiva): 10.009 per cent. Local Authority and Finance Huuses savan days' notice, others savan days' fixed. Finance Houses 80se Rate 10 per cent from August 1 1986, Sank Deposit Rates for sums at savan days' notice 4.35-4.375 cer cent. Certificates of Tax Deposit (Series 0): Deposit f100.000 and over held under one month 10 per cent: cas-thms months 9th our cent: three-six rates on the 9th per cent. Index 12 menths 9th per cent. Under 100,000 9th cer cent from August 0. Deposits held under Series 5 9th per cent. Deposits withdrawn for ceeb 9th per cent.





riday logge Medical Rid Sandy Financial Times Friday August .15 1986 INOUSTRIALS Continued Stock Price | - 8th | Cw 6th |
Investment Trusts	125	0	32	
7162	765	120,75	10	35
1076	666	0.03	10	0.1
1076	135	13	13	34
1076	135	31	13	34
1076	135	31	13	34
1076	135	31	13	34
1076	135	31	13	34
1076	135	31	13	34
1077	1077	1077	10	
1078	135	31	13	34
1078	135	31	13	34
1078	135	31	13	34
1078	135	13	13	
1078	135	13	13	
1078	135	13		
1078	135	13		
1078	135	13		
1078	135	13		
1078	135	13		
1078	1378	13		
1078	1378	13		
1078	1378	13		
1078	1378	13		
1078	1378	13		
1078	1378	13		
1079	1378	13		
1079	1378	13		
1079	1378	13		
1079	1378	13		
1079	1378	13		
1079	1378	13		
1079	1378	13		
1079	1378	13		
1079	1379	1379	138	
1079	1379	138		
1079	1379	138		
1079	1379	138		
1079	1379	138		
1079	1379	138		
1079	1379	138		
1079	1379	138		
1079	1379	138		
1079	1379	138		
1079	1379	138		
1079	1379	138		
1379	1379	1379		
1379	1379	1379		
1379	1379	1379		
1379	1379	1379		
1379	1379	1379		
1379	1379	1379		
1379	1379	1379		
1379	1379	1379		
1379	1379	1379		
1379	1379	1379		
1379	1379	1379		
1379	1379	1379		
1379	1379	1379		
1379	1379	1379		
1379	1379	1379		
1379	1379	1379		
1379	1379	1379		
1379	1379	1379		
1379	1379	1379		
1379	1379	1379		
1379	1379	1379		
1379	1379	1379		
1379	1379	1379		
1379	1379	1379		
1379	1379	1379		
1379	1379	1379		
1379	1379	1379		
1379	1379	1379		
1379	1379	1379		
1379	1379	1379		
1379	1379			
1379	1379	1379		
1379	1379	1379		
1379	1379	1379		
1379	1379	1379		
1379	1379	1379		
1379	1379			
1379	1379	1379		
1379	1379	1379		
1379	1379	REGIONAL & IRISH STOCKS "Recent Issues" and "Rights" Page 25 (International Edition Page 21) This service is available to every Company dealt in on Stock Exchanges throughout the United Kingdom for a fee of £875 per annum for each security.		

バンミツ

EUROPEAN OPTIONS EXCHANGE

Account Dealing Dates

Dealings tions Dealings Day
July 28 Ang 7 Ang 8 Ang 18
Ang 11 Ang 28 Ang 29 Sept 8
Sept 1 Sept 11 Sept 12 Sept 22
"" New-time " dealings may take
place from 9.30 am two business days
earlier.

Leading equities began cau-tiously on expectations of a pause in this week's sustained advance and on sarly speculation pause in this week's sustained advance and on aarly speculation mark. Consequently, the shares of an impending market development in British Petroleum. For the session 7 easier on balance

Demand for the stock was such that applications were scaled down beavily, forcing some institutions to top-up by purchasing in the merket. As a result, the price of BP recovered strongly from a lower early level of 580p to a cloag of 8 up on the day at 598p. Guinness eased 3 to 327p.

The tone brightened immediately the BP news was out of the way. Barclaya Bank prediction that UK hase rates would fall to 8; per cent over the next six months fostered e revival of cbeaper money optimism and interest etarted to improve. Political considerations followrollical considerations rollow-ing Labour's retained lead in the latest opinion polls evaporated as prices ragained early losses and moved into higher ground.

Confidence continued to grow throughout the afternoon and after another impressive Wall

EQUITY GROUPS

& SUB-SECTIONS

Mechanical Engineering (61) Metats and Metal Forming (7) Motors (16)

Other Industrial Materials (22)... Brewers and Distillers (22) ..

Figures in parentheses show stocks per section

Electronics (38).

Leisure (28).... Publishing & P

51 0il & Gas (17) ...

OTHER GROUPS (88) ..

59 596 SHARE IMPEX(SB0).
61 FINANCIAL GRBIP (117).
62 Banks (7).
65 Insurance (Life) (9].
66 Insurance (Composite) (7).
67 Insurance (Brokers) (9).
68 Merchant Banks (12).

Other Financial (23) ent Trusts (101)

British Cover

3 Over 15 years.

Index-Linked

2 5-15 years

5 All stocks.

Mining Finance (2)
Overseas Traders (14)
ALL-SHARE INDEX (734)

FIXED INTEREST

Day's change %

140.55 +0.21 140.26

164.13 +0.36 163.54

136.99 +0.19 136.79

| 115.75 | +0.04 |115.70 |

115.39 +0.03 |115.36 |

113.95

Wed August 13

+0.10 122.55

148.64 +0.26 147.96 0.31

113.95

Rise continues after early pause on BP share placing

88.86

95.69

1.251.0

233.7

4.37

10.60

11.50

642.62

20.011

298.6

11 a.m. 1255.7

89.17

1.242.0

10.72

11_38

606.55

274.6

19,711 17,977

89.00

95.34

1.263.2

10.57

11.54

20,525

1259.1

Day's High 1263.4. Day's Low 1255.4.

of an impending market development in British Petroleum. For an hour or mora business was restricted by conjectura that a larga share placing was taking place, and around mid-morning Gainness confirmed the sale of 18.8m BP sharea which it inherited through the acquisition of Distillers.

UK broker Hoare Govett and US investment house Salemon Bros comhined to set a market to recedent, giving London the first taste of the type of deal likely to feature regularly after the "big bang" on October 27. They honght the BP shares in a single 'hlock trade" at a price of 575p per share. Hoara Govett lons worldwide at a slighly higher level, halieved to ha 578\(\frac{1}{2}\). Demand for the stock was such that applications were scaled down beavity, forcing some institutions to top-up hy purchasing in the market. As a result, the prices of BP recovered strongly force.

ment ahead or speay's annual general meeting.
Suggestions that the Government may overturn the decision to refer the "tied" house system to the Monopolies Commistem to the Monopolies Commission stimulated aizeable early support for leading Breweringa. Dealers reported occasional profit-taking towards the close, bowever, and most 8nished helow the hest. Allied-Lyons, still responding to hopes that Elders IXL will receive the green light from the Dapartment of Trade, rose 5 more to 327p, after 330p, while Whithread A put on 5 to 267p, after 270p. Bass advanced 20 to 765p. Regionals continued to bighlight Greene King, up 10 more to 228p amid aggressive

more to 223p amid aggressive speculative buying.

Leading Buildings made progress for the fourth coosecutive session. Buyers continued to after another impressive Wall
Street opening yesterday, the FT
indices again settled at tha day's
session. Buyers continued to
favour Bedland, np 4 more at
10.46 am, closed a net 7.2 np at
1588.2, while the FT Ordinary
share index finished 2.2 higher
at 1263.2, after 1255.4.

Potential buyers of Gilt-edged
securities were unable to resist
a clutch of favonrable infinences,
including interest rate hones. a clutch of favorrable Infinences, including interest rate hopes, stronger US hond prices, a good sterling exchange rate and firmer oll prices. The ending of the recent huyars' strike touched off a recovery, extending to \(\frac{1}{2} \) in the longs, hefore the gains were pared to around \(\frac{1}{2} \). Index-linked lasues were unaltered but the authorities sold supplies of the recently-created tranche of Treasury 2\(\frac{1}{2} \) per cent 2020 at 95\(\frac{1}{2} \), and after-bours' announced its exhaustion.

Royal. disappoints

Despite reporting interim profits of £87.4m against a loss of the first control of the first co reply in the excellent annual regulation.

Recovery, extending to a in the longs, hefore the gains were pared to around a Index-linked lasses were unaltered but the authorities sold supplies of the recently-created tranche of Treasury 2; per cent 2020 at 95%, and after-bours' announced its exhaustion.

Royal disappoints

Despite reporting interim profits of £87.4m against a loss of £17.8m, Royal's figures disappointed as dealers had expacted a stronger profits

The covery, extending to a intermediate and the results. McCarthy and Stone results. McCarthy and Stone to 260p following a sector centred mainly around to attract huyers ahead of the results and gained 8 more in 160p. Helical Ber picked up 8 at 232p on occasional buying linterest, while Bryant Holdings improved 4 to 120p. Countrysida found support at 475p, up 10 and A. Monk firmed 4 to 118p.

Chemicals traded quietly throughout ICI closed 6 deaver at 145p.

Interest in the Engineering sector centred mainly around to accordary issues. Davy Corporation featured a gain of 11 at 130p on a revival of takeover rumours; Trafalgar House has a stake in the company. Buying and 202p on occasional buying linterest, while Bryant Holdings improved 4 to 120p. Countrysida found support at 475p, up 10 and A. Monk firmed 4 to 118p.

Chemicals traded quietly throughout ICI closed 6 deaver at 145p.

Interest in the Engineering sector centred mainly around to accordary issues. Davy Corporation featured a gain of 11 at 130p on a revival of takeover rumours; Trafalgar House has a take in the company. Buying an attract huyers ahead of the network in the excellent annual results.

Chemicals traded up 8 attract huyers ahead of the network in the company. Buying attract huyers ahead of the network in the company. Buying attract huyers ahead of the network in the company. Buying attract huyers ahead of the network in the company is stake in the company. Buying attract huyers ahead of the network in the company is stake in the company. Buying attract huyers ahead of the network in

> FT-ACTUARIES SHARE INDICES These Indices are the joint compilation of the Financial Times, the Institute of Actuaries and the Faculty of Actuaries

> > Thursday August 14 1986

8.95 9.10 7.82

Index No.

685.14 777.98 1215.76

Div. Yleid% (ACT at 29%)

3.52 3.71 3.73 4.33 2.81

P/E Ratio (Net)

14.22 13.82 17.44

. 681.4 | -0.1 | 8.55 | 3.52 | 14.22 | 11.48 | 685.56 | 679.35 | 679.35 | 577.81 | 529.75 | 777.98 | 769.25 | 547.80 | 527.80 | 1215.76 | +0.8 | 7.82 | 3.73 | 17.44 | 19.36 | 1206.27 | 1193.07 | 1119.30 | 828.84 | 1790.6 | +0.7 | 8.60 | 4.33 | 15.20 | 36.55 | 1777.11 | 1770.81 | 1762.57 | 1377.5 | 1520.77 | -1.1 | 9.94 | 28.1 | 13.41 | 25.22 | 1538.87 | 1516.65 | 1521.27 | 1463.79 | 1463.70 | 1381.71 | -1 | 19.22 | 4.29 | 12.43 | 7.31 | 382.11 | 380.12 | 375.15 | 288.28 | 381.91 | -1 | 19.22 | 4.29 | 12.43 | 7.31 | 382.11 | 380.12 | 375.15 | 288.28 | 383.67 | +0.2 | 8.96 | 4.04 | 4.422 | 5.18 | 337.93 | 333.09 | 334.26 | 201.44 | 201.44 | -0.7 | -9.35 | 3.47 | 12.49 | 3.78 | 238.47 | 222.55 | 276.71 | 142.53 | 1236.98 | +0.5 | 6.79 | 3.21 | 17.73 | 18.94 | 1229.69 | 1218.59 | 1202.52 | 948.31 | 191.69 | +0.7 | 7.92 | 3.24 | 15.89 | 14.25 | 908.06 | 894.18 | 804.69 | 673.78 | 248.65 | 1527.47 | 4.8 | 5.25 | 2.79 | 2.00 | 27.42 | 1346.65 | 1807.01 | 1764.05 | 1599.46 | 1529.47 | +0.8 | 5.29 | 2.00 | 27.42 | 1346.65 | 1807.01 | 1764.05 | 1599.46 | 1529.47 | +0.8 | 5.53 | 2.26 | 21.57 | 12.24 | 1517.82 | 1587.57 | 1482.20 | 1065.17 | 1911.57 | -0.1 | 7.89 | 3.96 | 16.60 | 22.12 | 912.38 | 901.53 | 893.92 | 658.26 | 22.24 | 13.48 | 13.47 | 13.47 | 13.47 | 13.47 | 13.48 | 13.47 | 13.47 | 13.47 | 13.47 | 13.47 | 13.47 | 13.47 | 13.47 | 13.47 | 13.47 | 13.47 | 13.47 | 13.47 | 13.47 | 13.47 | 13.47 | 13.47 | 13.47 | 13.47 | 13.47 | 13.47 | 13.47 | 13.47 | 13.47 | 13.47 | 13.47 | 13.47 | 13.47 | 13.47 | 13.47 | 13.47 | 13.47 | 13.47 | 13.47 | 13.47 | 13.47 | 13.47 | 13.49 | 13.49 | 13.49 | 13.49 | 13.49 | 13.49 | 13.49 | 13.49 | 13.49 | 13.49 | 13.49 | 13.49 | 13.49 | 13.49 | 13.49 | 13.49 | 13.49 | 13.49 | 13.49 | 13.49 | 13.49 | 13.49 | 13.49 | 13.49 | 13.49 | 13.49 | 13.49 | 13.49 | 13.49 | 13.49 | 13.49 | 13.49 | 13.49 | 13.49 | 13.49 | 13.49 | 13.49 | 13.49 | 13.49 | 13.49 | 13.49 | 13.49 | 13.49 | 13.49 | 13.49 | 13.49 | 13.49 | 13.49 | 13.49 | 13.49 | 13.49 | 13.49 | 13.49 | 13.49 | 13.49 | 13.49 | 13.49 | 13.49 |

| Index | Day's | Day's | Day's | Aug | Aug | Aug | Aug | Aug | Year | No. | Change | High | Low | 13 | 12 | 11 | g | 7 | ago | 1588.2 | +7.2 | 1588.3 | 1574.1 | 1581.0 | 2538.2 | 1542.8 | 1526.7 | 1529.9 | 1302.2

5 years... 15 years... 25 years... 5 years...

5 yrs... Over 5 yrs... 5 yrs... Over 5 yrs...

3 4 Medium 5 Coupons

6 7 High 8 Coupous

11 inflat's rate 5%
12 inflat's rate 5%
13 inflat's rate 10%
14 inflat's rate 10%

improved 5 to 385p and Allied Colloids hardened a couple of penca to 197p.

Dixons firm

Crd. Div. Yield ...

Equity Barragins

Earnings Yid.%(fel0...

P/E Ratio (net) (*) ...

Total Burgales (Est)...

Shares Traded (mi). ...

♥ Opening 1262.2

Cheaper money hopes helped leading Stores retain a firm bias. Dixons led the way with a rise of 10 to 354p, while Woolworth put on 15 at 655p. Elsewhere, the highly volatile Sumrle attracted revived speculative support and closed 6 better at 30p, while Empire gained 4 at 190p as did A. G. Stanley, at 30p. Tern, nn the nther hand, receded 4 to 38p in the wake of the annual general meeting.

Leading Electricals failed to join the recovery movement. Leading Electricals failed to join the recovery movement, underlying sentiment in this area being unsettled by first quarter profits from Plessey at the lower end of expectations. Plessey drifted nff in close 6 down at 194p, while falls of 2 were marked against GEC, 186p, Racal, 178p, and British Telecom, 198p. Elsewhere, Chloride advanced 7 to 52p amid takeover speculation, but Cranbrook Electronic fell 4 to 51p on the halfyear loss Buying Interest developed in Cap Group, which rose 10 to 195p, while Telemetrix were noteworthy for a rise of 8 at 62p. Fading bid hopes left United Scientific 10 cheaper at 148p,

Interest in the Engineering

Most Awg 11

Wed Appest 13

9.26 9.29 9.61 9.58 9.74 9.74 9.75 9.25

3.76 3.53 2.57 3.38

10.69 10.15 10.15 10.76 10.51 10.14 10.21 10.66 10.26 9.95

Comm. Bk. N. East

Consolidated Credits.

Toes Aug 12

Index No.

11.48 685.56 679.35 673.81 529.92 13.78 774.58 769.94 763.23 547.80 19.36 1296.29 1193.07 1179.80 828.84

ladex No.

30n in Thomas Locker, with the "A" shares 3 higher at 274p. Welr, interim results expected on August 27, put on 4 further to 117p.

LONDON REPORT AND LATEST SHARE INDEX: TEL. 01-246 8026

FINANCIAL TIMES STOCK INDICES

28.86

1,217.4

202.9

4.51

15.93

11.15

19,688

633.34

22,264

83.70

976.7

330.3

4.82

11.86

10.40

20,811

19,036

204.5

1 p.m. 1259.7

28.98

1,228.7

238.6

19.86

11.23

22,098

422.85

200.1

Noon 1259.6

Food Manufacturers closed with small irregular movements, out Retailers continued to make progress. ASDA-MFI firmed 4 afresh to 144p, while J. Sainsbury gained 8 to 385p on talk of a broker's circular. Tesco, however, closed 3 cheaper at 385n having touched 395p, initially. Elsewhere, Hillsdown firmed 5 to 303p following acquisition news, while Christian Salveson hardened a couple of pence to 150p on details of the sale of its bousebuilding subsidiary Whelmar (Yorkshire) to C. H. Beazer for £12.6m. Beazer eased 4 to 218p, Carr's Milling moved up 9 to 187p in a restricted market, while Hazle-wood added 2 to 146p fullowing a Press mention.

A quiet Hotel sector showed Grand Metropolitan a shade dearer at 3820, but Ladbroke 5 cheaper at 350p. Mount Charlotte, a couple of pence better on Wednesday following confirmation of merger talks with Pleasurama, eased a penny to 970.

Extel feature Extel featured miscellaneous

Extel featured miscellaneous industrials, advancing to 423p before closing 23 higher an the day at 410p following buying on behalf of Mr Robert Maxwell: around 4m shares were reported to have been purchased in order to oppose Extel's proposed acquisition of Dealers Digest Inc. Elsewhere, Manchester Ship Canal contrasted with a fall of 30 to 680p on the amnouncement that Gresham House and associates have no intention of accepting the Highams offer of £6.25 per ordinary share. of £6.25 per ordinary share.
Transatiantic buying following a
recent seminar in the US left
Hawley 5 higher at 99p, while
further persistent demand
prompted a fresh gain of 9 to
58n in Ashley Industrial Trust. prompted a fresh gain of 9 to 580 in Ashley Industrial Trust. BBA. on the other hand dioped 18 to 212p following news of the proposed £68.7m rights issue. Star Computer were supported at 102p, up 9, while gains of around 10 were recorded in Bodycote, 310p, Dwek Group, 135p. and Scapa Group, 267p. London International were in demand again and closed 5 bicher at 220p; earlier this week bigher at 220p; earlier this week Soros Fund Management announced a 7.69 per cent stake in the company. Inclined easier

profits and closed 8 to the good initially, leading issues picked at 128p, after 130p. Speculative up to close a few pence better activity prompted a rise of 4 to on balance.

Since Compilation

49.4 126/640 43.5

105,4 (28/13/47) 1,425,9

104.5 130.7 1152.1

1.094.3

on balance.

Among Leisure issues, USMquoted Viewplan dipped 21 to
53p nn the announcement that
hid talks had been terminated.
Miss World eased 5 to 175p
following the interim results,
but Fairline Boats, an old takeover favourite, revived with a
gain of S at 148p. Among television issues, LWT moved up 18
to 35Tp in a restricted market.
Applevant were a rood feature Appleyard were a good feature in Motors, touching 155p before closing 8 higher on balance at 151p in response to the good interim results. Hartwells added 5 at 90p, but British Car Anction, at 130p, lost 3 of the previous day's speculative rise of 8.

2 p.m. 1260.9

Good Relations, having been sold down to a new low of 80p this week on news of resignations at its corporate communications unit, rallied 15 to 100p in reply unit, rallied 15 to 100p in reply to the interim results and accompanying encouraging state-ment. Olives Paper jumped 8 to 50p following the profits recovery and Saatchi and Saatchi con-tinued to look forward to possible Tokyo and New York listings with a fresb gain of 15 at 720p.

Dealings in Wingate Property

Dealings in Wingate Property Investment resumed yesterday following details of the 150p per share cash offer and proposed capital injection of some £47m over the next five years from Chase Corporation of New Zealand; Wingate's shares, sus-Zealand; Wingate's shares, suspended at 130p, were re-quoted at 175p and immediately soared to 320p prior to closing 160 up on the day at 290p. Other potential bid candidates in the Property sector were excited by the news with Imry, already in receipt of a bid approach, rising 25p to 880p. Warnford, another potential bid candidate, closed 25 higher at 380p, a three-day gain of 70. Elsewhere, Speyhawk rose 15 to 415p on confirmation that the company had won the tender for the Cannon Street tender for the Cannon Street complex in London Hambros Countrywide firmed 5 to 295p following results from sub-sidiaries Mann and Co. and Bairstowe Eves. Centrovincial firmed 5 to 190p and Mountview Estates rose 20 to 740p.

Traded option activity influenced a good gain in Courtaulds which ended the session 8 higher at 269p, after 272p. Eisewhere in Textiles, Lister continued to reflect takeover speculation with a fresh improvement of 4 at 113p, while Hugh Mackay added 5 more to 113p for the same reason Burna-tex rose a further 8 at 192p and John Haggas firmed 4 to 148p.

NEW HIGHS AND LOWS FOR 1986

,	
NEW HIGHS (70) BRITISH FUNDS (7) Exch. 2-pc 1995. AMERICANS 10) Amer. Cyanamid, Ameritach, Fl. Group, Ford Motor, Morgen (J.P.), Pscificorp. western Beil, U3 West. BANKS (1) Pscific Telesia, Quaker Osts. Sourh- aenca do alibeo 5A. BUILDINGS 15) Abbay, Conder, HAT Grp., Rowlineon, Vibroplant, CHEMICALS 11) Schoring AG. STORES (2) arown (N.), Ramer Textiles. ELECTRICALS (1) Toshiba Corp. ENGINEERING (1) Wheway. FOODS (3) Oslepak Foods, Jacob IW. & R.), Tesco. INDUSTRIALS (8) aridport-Gundry, Extel, Hutchison Whempos, Jardina Hidge., Briffame, Scaps, Ster Computer, Unilever, NEWS-	PAPERS (2) EMAP A, Musterlin PAPER (7) Illivas Peper Milli PROPERTY (4) Coanty Props. 8, imp Prop. Wernford Inv., Wingets Prop. TRUSTS [26). Illis (3) Royal Outch Shell Tiensport. Total-Compagnis Fr. Pet. 2. MINES [1) Eastmet. NEW LOWS (18) AMERICANS (2) BankAmerica, II. Inu. STORES (2) Acsis Javvellary Santalis. ELECTRICALS [4) Cranbroot Elect., Fermed, Murmy Flectronics Powerlino Inii. INDUSTRIALS (3) Appledors (A. & P.). Arit. Sloodetock, Wyko Grp. PAPER [1) LCA Hidga Oils [1) Ultramar. MINES (3) Ranc London, Colby Res., Musto Explorations.

BASE LENDING RATES

Financial & Gen. Sec... First Nat. Fin. Corp... First Nat. Sec. Ltd.... ABN Bank Allied Arab Bank Ltd Allied Dunbar & Co Allied Irish Bank American Express Bk. Amro Bank Robert Fleming & Co. Robert Fraser & Ptrs. Amro Bank Henry Ansbacher Associates Cap Corp Banco de Bilbao Bank Hapcalim Bank Leumi (UK) Bank Credit & Cor Hambros Bank. Bank of Cyprus... Bank of Ireland... Bank of India Bank of Scotland Banque Belge Ltd Barclays Bank Lloyds Bank. Mase Westpac Ltd. 16 Meghraj & Sons Ltd. 19 Midland Bank 16 Morgan Grenfell 19 Mount Credit Corp. Ltd. 19 Benchmark Trust Ltd. Beneficial Trust Ltd... National Bk. of Knwait.... National Girobank... National Westminater... Northern Bank Ltd. Brit. Bk. of Mid. East. Norwich Gen. Trust... PK Finans. Intl (UK) Provincial Trust Ltd R. Raphael & Sons Royal Bank of Scotland

Standard Unarrered 19
Trustee Savings Bank 19
UDT Mortgage Express 118
United Bank of Kuwait 19
United Mizrahi Bank 19
Westpac Banking Corp 19
Whiteaway Laidlaw 1644 Duncan Lawrie Equatorial Tet Corp. pic.... 19 • Members of the Accepting Houses Committee. * 7-day deposits 5.69%. I.month 6.03%. Top Tier—625,000+ at 3 months notice 9.72%. At call
when £10,000+ remains deposited. ‡ Call deposits £1,000 and over 64%
gross. ¶ Mortgage base rate. § Demand deposit 5.82%. Mortgage 11%.

Royal Trust Co. Canada

Standard Chartered...

John Beales put on 3 at 156p following the preliminary figures, but reduced interim earnings left Corah a fraction off at 72\(\frac{1}{2}\)p.

Corah a fraction off at 72\p.

Britannia Arrow returned to prominence among Financials, rising 7 to 143p on revived speculative support. Elsewhere in Investment Trusts, unitisation hopes halped push Pacific Investment up 2 more to a new peak of 122p, while gains of 5 and 10 respectively were seen in Crescent Japan, 233p, and Drayton Jepan, 749p. Foreign and Colonial bardened a penny et 94p following the half-year results.

Oli shares were overshedowed

following the half-year results.
Oil shares were overshedowed by developments surrounding BP, but the overall tone remained steady. Shell touched 853p prior to closing 7 dearer at 850p, while Burmah revived with a gain of 7 at 379p. Britoll bardened a penny to 122p, as did Enterprise, to 121p. Ultramar, however, dipped to s year'a low of 125p before closing 2 cheaper at 128p following comment on the luterim results.

South African mining markets South African mining markets South African mining markets did tittle more than drift easier in extremely subdued trading. A lacklustre showing by bullion—finally 50.75 lower at \$384.75 an oz—prompted further small offerings from the Cape where the strength of Golds in Rand terms again led operators to realise short-term profits.

York were content to remain on the sidelines and, with a number of Continental centres winding down ahead of today's Assump-tion Day holiday, dealers expect the week to close on a quiet note. the week to close on a quiet note.

Nevertheless, losses among topquality Golds still extended to
2 points as in Vaal Reefs, £40.
Randfontein, £46] and "Amgold"
£38], dipped 1; and 1; respectively, while Southwal eased a
half-point to £18;. Smallerpriced counters also gave ground
with Freegold 27 lower at 553p
and £tiliontein 18 cheaper at
344p. The FT Gold Mines index
dipped 3.5 to 230.2.

London domiciled Financials

Investors in London and New

dipped 3.5 to 230.2.

London domiciled Financials, on the other hand, made fresh progress. Consolidated Gold Fields, firm of late resecting revived takeover chatter and favourable Press comment, advanced 7 more to 469p, after 472p, while huyers also returned for RTZ, another 11 dearer at 584p—a rise of 37 so far this week. East Rand Consolidated hardened a few pence to 41p; the interim results are scheduled for Monday.

Platinums closed with modest losses following the downturn in the metal price. Rustenburg, 720p. and Impala, 740p, fell 15

quietly mixed conditions prevailed in Australian mines, many investors appearing to be reluctant to risk fresh exposure to the sector shead of next Tuesday's budget. Leading resource stocks featured CRA, 5 up at 242p, and MIM, 3 dearer at 74p. Golds, howaver, reacted to small selling in the wake of the lower builton price, Poseidon eased 8 to 112p, while Central eased 8 to 112p, while Central Norseman dipped 10 to 423p.

Traded Options

Traded Option decreased slightly with 14,820 contracts transacted, but husiness was relatively well distributed through tha list. Recent favourite Telecom and Hanson Trust were again to the fore, recording 1,832 and 1,435 calls respectively. British Petroleum were lively following the sale of Guiness's holding in the company with 503 holding in the company with 503 calls and 931 pnts done. Elsewhere, the FT-SE 100 contributed 803 calls and 789 puts.

188888133 TINNESPANT. 333 PJ445 FLICE 25 - Z P.17.50 71110.50 17.36 19 FL365.40

TRADITIONAL OPTIONS

C-Call

First Last Last For Tricentrel, Glanfield Lawrence, Deal-Declarations Settle-ings ings tien ment Ang 4 Ang 13 Nov 8 Nov 17 Ang 18 Sept 5 Nov 20 Dec 1 Sound Diffusion, Thomas Locker Sept 8 Sept 19 Dec 4 Dec 15 A, Stlentnight, RTZ, Underwoods, London International, Charterhall and WA Holdings. Nn puts or doubles were reported.

TOTAL VOLUME IN CONTRACTS: 41.542

tinental Gas, Good Relations,

22.50

4.50 3.208

H.208

PLATED

£1763

71.0g.50

F132.60

71.194.50

WEDNESDAY'S ACTIVE STOCKS

	Sased	on ben	grine reco	orded in SE Offic	lei Uer	٠.	
Stock Aftied-Lyons aurion Group Guinnees Gen. Accident Reoters '2'	17 17 18 18	Wed. class 322 302 330 833 503 992	Day's change + 15 + 14 + 13 + 21 - 2 + 2	Stock ASDA-MFI Beschem Cons.Gold Fide Polly Peck Royal Insca.	13 13 13 13	Wed, close 140 745 396 452 152 831	Dey's change + 8 + 13 + 2 + 7 + 17 + 7

YESTERDAY'S ACTIVE STOCKS

WOOMS TABIEDS TO	STATES. M	sa boted	IN THE IDMONING PERCET	Same to #	<i>r</i> •
Stock Ulied-Lyons Uppleyard Ulue Circle Indiana	Closing price 327 151 547 598 52 307	Day's change + 5 + 3 + 8 + 7 - 7	Stock Good Reletions Grand Matropolisio ICI	Closing price 100, 382, 998, 824, 720, £19	Day's change +75 + 2 + 6 - 7 +15 + 5

RISES AND FALLS YESTERDAY

itish Funds	Rises 59 10 404 156 17 4	Fatts 0 203 50 12 1	Sem: 2: 5: 5: 5: 5: 5: 5: 5: 5: 5: 5: 5: 5: 5:
Hers	86	49	8
Totals	799	. 386	1.63

		1		_	T			DED						_		_
Option		Oct.	CALL	_	000	PUT		l. ,			-	CALLS		1	PUTS	_
Affled Lyons	300	40		Apr.	0a.	J==	111		Option Elk	500	Any.	Nov.	Feb.	Aug.	Nov.	_
(*330)	330 360	26	S S S	42	7	20 30	25	(*52)	, .	500 550 600	3252	50 20 7	公元の	2 25	另	
8.P. (*600)	500 550 600	105 55 19	113 73 42	85	152 8 30	5 14 35	25	P. &		440 500 550	11 2	57 32 13	70 47	D2 6	6 N. 50	1
Cont. Gold (*472)	420 460 500	67 40 23	77 54 54 32	85 62	1923	18	30 52	(*13)	D)	160 180 200	20 4 11 ₂	25 15 8	22 14	24	5 13 24	1
Courtantits (*258)	240 260 260 280	37 24	34	-	3	- R	16 25	R.7.3 (*50	Ö	500 550 650	1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	9 55 57 T	3228	2000	15	1
Com. Union (*306)	280 300 330	15 16 4	37 25 15	30 42 31 20	15 13 28	7 27 32	21	Vanil R: (*\$60	10	50 60 70	11 372	1472	152	1000	Z72	
Calle & Wire (*340)	300 325 350	90 92 13	62	77 69 37	in the	15	34 15 25 37	7r. 113.78 (*\$30	8	106 108 110	24 02 04	27: 14: 02	1	04	023 123 223	T
Distillers (*728)	375 600 650	3 143 97	13	=	2 5	27	=	11.11.6% (*E1)	03/07 8)	114 118 120 122	24	選	47772	04 23 44	2 N. 33.	Ī
	700	50	<u> </u>	ᄂ	10	<u> </u>]					-14			_
(JSP)	200 220	16 7 5	13	30	2	9 26 36	22	Beach, (*40)	ption m	360	Sep 30	ž 81	M (2)	Sep 5	Dec 2	
Grand Met. (*381)	360 302 390	25	50 57	58	10	12 28	13			420 440 200	30 23 23 24	8 X X	188	1383	30 72	
LCL	900	137	25 142 162	는	6 13	30	 = -	800ts (*219	0	226 240	25 5	H	9N5	11 24	17.A	1
(*999)	950 1000 1050	74 42 22	67 45	120 80 57	15 34 57	25	ジ 豆 74	(*295	,	280 300 307	22	33 16	99 –	*18	12 120	
(*317)	390	2572	34 17	2013	17 46	19 45	30 21 45	(*765		300 750 600	75 36 7	999	930	315	208	
Maris & Spen. (*201)	180 200 220	89 °	31 19 8	36 23 13	27 ₂ 7 21	1225	12 24	(May C); (*54);		559 600 650	20.60	287	38N	138	พลสู	
Shell Trans. (*850)	750 800 850	1957	128 73 45	130 100 63	2 10 35	11 25 40	18 33 50	Do Rec	9	550 600 650	KSSK	8888	85g	5050	1972	
Trulaigner House (*2855)	250 250 300	21 8	40 26 14	33	19	13 20	17	0bm	5	300 330 360	2832	S 4 N	74 52 50	20 PM	6.0	
Option		Amp	Nov	Mar	Ang	Nev	Mar	-6101		260	19	į	70	4	20	
Lourino (*212)	200 218 220	4	30 15	34 23	2 ³ 2	13	30 18	(*275		280 300 330	20 5 17 ₂	287°	RRI	883	1011	
Option	236 240	<u></u>	9 Nov.	12 Feb.	25 —	20 — Nex.	34 Feb.	(~995	•	1000 1000 1000	CASE	5当8.8	8651	HABE	8584	
Brit Aero (*495)	460 500 550	36 10 1	48 30 12	70 45 25	4 13 60	13 30 43	20 30 68	Flatsy (*168)	5	136 150 160	KIR	- 2	1185	778.45	113	
BAT Ints (*396)	360 370 420	37 9 1	30 30 13	80	2 6 27	e 17 35 73	9 20 57	James (*543		500	30 30	4,	8		77	
Barclays (*472)	460 460 500	55 17 2	5 40 20	37	67 2 e 32	73 15 42	184	Thora &		\$30 \$30 \$30 \$30 \$30 \$30 \$30 \$30 \$30 \$30	•	40 17	35 SS	3 3	26 8 17	
Brit. Telecom (*198)	180 200 220	20 4 1	25 16	30°4 20 10	32 7 22	5 13 25	7 17 28	Testo (*385		\$550 550 550	Shew R	1000		3 12 77	17 50 17 50	
Schweppe (-1983		9 2 1	20 9 5	25 15 7	22 15 34	6 36 34	20 10 18 34	(*385)		300 300 300 310	282	75	150	22 6	4 38 20	
imperial Gr. (*345)	300 330 360	40	5 33 37	= -	34 1 4 70	24 8 25	39	Option FT-SE 1			101. De			Sape		ŀ
Ladbroke (*350)	360 300 330 360	50 20 4	17 50 13	288	1 5 17	25 29 27	 5 15 36	(*1587)	1525 1550 1575 1600 1625 1630	755733851	00 11 00 12 00 00 00	12000	4	出版を記録	はなるななない。	Ī
LASMO (*138)	100 110 120			25 27 16	2 4 7	6 9 15	9 14 18	- Ampail 2	613	# CO-	20 4 9 2 ets 14,5 triving :		83		72. 705 20	ľ

9.93 9.88 11.58 5 years..... 10.50 10.52 6.73 11952 +0.18 11931 84.19 +0.03 84.16 - 3.79 kog Index 1581.9; 10 am 1576.9; 11 am 1575.1; Noon 1580.4; 1 pm 1589.3; 2 pm 1584.8; 3 pm 1584.8; 3.30 pm 1586.8; 4 pm 1586.9

+ Flat yield. Highs and lows record, base dates, values and constituent changes are published in Saturday issues. A new list of constituent is available from the Publishers, the Floancial Times, Bracken House, Cannon Street, London EC4P 4BY, price 15p, by post 28p.

.8.44

7.27

7.93

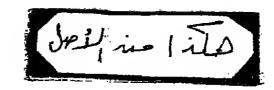
1.18

2.18

2.00

8.65

IDNS



WORLD STOCK MARKETS

- CKAN				110	MED STOC
A STATE OF THE STA	AUSTRIA	GERMANY	NORWAY	ALICTRALIA	
2 9 13	Aug. 14 Price - or	1 .	Price + pr	Prico + or	JAPAN (continued)
	Sch	Aug. 14 Prico + or	Sergens Bank: t57.5	Aug. 14 Aust.5 — Cen. Prog. Trust 9.54 +0.52	Aug. t4 Yon -
医电子 电影	Gredit nst 'R pp _ 8,230 + 15 Gresser _ 3,430 + 20 Interunfall _ 13,550 + t00	AEG	Borregaard 355 Christiana Bank, 173.5 DenNorske Gred, 151.5	Hardie iJamosi 3.52 —0.06 Hartogen Enargy 1.7 - —0.05	
40 40	Leenderbank	Bayer 288.2 +1.2	Fikem 955 1 6	Heralo WyTimes 6.2 -0.04	IMItsui Toateu 425 + 26 1
- " - " - " - " - " - " - " - " - " - "	Perimoser 6t5 +5 8tayr Daimier 5 157 -t Veltscher Mag 1, 10,600190	Bayer-Hypo 601 -2 Bayer-Varenn 565 +t0 BHF-Bank 539 +6	Kosmos 137.5 -2.5 Kvaorner 120 -t Norcem 95 -2.5 Hprsk Data 219 +9.5		Mitsukoshi t,25P —20 NGK insulotors 265 —7 Nikko 2ec,1,890 +80
		Brown Bover! 322 +5.5	Nprsk Data 219 +9.5 Nprsk Hydro 157.53.5 Storobrand 270 +5	KiOston Oolo 7 +P.9	Nippon Denson 1,380 +t0 Nippon Dec1 1,470 -30
	BELGIUM/LUXEMBOURG	Commersbank 319,5 -0,5 Cont'l Oummi, 321,6 -1,5 Daimler-Benz 1,247 -11,5		MIM	Nippon Knosku 1999 -13
4	Aug. 14 Price + or	Dische Babcock, 197 +4	SPAIN	News	Nippon Kokan 849 —4 Nippon Oil 1,120 —10 Nippon Saiko 469 —4 Nippon Shimpan 1,530 —140
. " %	9,9,L 5,250 —40 Bang. Gen. Lux., 16,500	Deutsche Bank. 827 - 1.5 Oresdner Bank. 441.5 - 2.5	Aug. 14 Pta 3 -	North Bkn Hill 1,94 +0.61	14100001 21601 203 -2 1
* *	Banq. Int.A.Lux 14,975. +175 Beksei t	Fefo-Muchia Nbi 299 —3,5 Henkol	Bco 9ilbao 1,040 + 20 Bco Central 796 + 35 Bco Exterior 420 + 20	Pacific Dunton 5,39 . + 0,01 Pancontinental _ 2,4	Nippon Sulsan 526 —t5 Nippon Yusen 550 +10 Nissan Motor 550 +1
2 44	Cockariii	Hoechst	BCO Rispano 424 ±7 BCO Popular t,275 =60	Poseidon	Nomura3,300 +200
- 16		Horton	960 Santander	Reekitt & Colman 5	Onoda Coment 579 +t8 Orient Finance t,380 +80
	Fabriqua Nat 2,065 —25 GB Inno BM 7,800	Kauthof	Hidrola	Smith Howard 4.0	Orient Leasing 4,300 -50
	Gevaert 5,860	KHO	Petroleos 351 = 1,5 Tolelonica 194.7 = 5.7	Toolh	Ricoh 79t —5 Sankyo t,500 +40 Senwa Bank 1,420 +20
	Pan Hidgs	Lufthansa 194 + 2 MAN 235 -19	SWEDEN	Wesipac Bank 4,53 +0,12 Woodsiga Poirol 0.9t -0.01	Sanyo Elect 399 -2 Saoporo t,410 +t00 Sokisui House 1,580 +70
	Potrofina	Mannesmann t91.5 -7.0 MerceDes Nid t.085 -20 Metailgeself 316 +1	Price + or	Wormard Intl 3,96	Sharo 859 - 3
	Softne	Muanch Rueck 8,58070 Nixdorf 643,2 +4,2 Porecho , t,075 +t2	Aug. t4 Kronor	HONG KONG	Shimizu Conom 667 + 25 6hionogi
	Stanwick Inil 250 Tractinel 5,660 -10 UC9 8,260 +160	Preussag 199 + 3 Rhein West Elect 928 + 3	Alfa-Laval B 350 —5 ASEA ifree 379 · t	Aug. 14 Price + or H.K.3 —	Showa Denko 383 +23 Sony
	Wagons Litz 6,740 —100	Rosenthal 369 +9 Schering 599 +0.5 Siemens 699.5 +2.5	Atlas Copco 255 —1	Bank East Asia t9.1	S10m0 Coro 1.120 +60
18 8 8	DENMARK	Thyssen	Cellulosa	Cathay Pacific 6.65 Cheung Kong 24.3 +0.3 China Light 16.4 +0.1	S'lomo Elect t 350 6'tomo Metal 169 Talsel Corp 688 +49
in the second se	Aug. 14 Price + Or	V.E.W	Mo och Oomsjo_ 315 Pharmacis_ 208	Evargo 0.59 -0.02 Hang Senp Bank, 35,25 -0.25 Handerson Land 2.63 +0.05	Talsel Corp 688 +49 Talsho Marina 1090 +60 Talyo Kobe Bank 742 -7 Takoda 1,900 +30
	Angalsbankan 309 , -9	Vondswagen 552 -3	Sandvik t92	HK China Gas 16.6 -0.3 HK Eloctric 9.6 +0.t	TDK
	Con Handels'ak . 9605 O. Sukkerfab 3405	ITALY	Skandio	HK Kowloon Wh., 9,1 +0.2 NK Land 6,35 +0.t HK Shonghai 9k., 7 +0.05	Toa Nenryo 1,670 : +30 Tokal Bank 1020 +20 Tokio Marine 1,640 ! +30
	Oansko Bank 2905 De Dansko Luft 1,400 East Asiatic 203 —4	Aug 14 Lifa —	Swedigh Match, 360 -6	HK Telaphone 11.9 +0.1 Hutchison Wos 33.75 +0.25	Tokyo Cas 879 — t
, <u>, , , , , , , , , , , , , , , , , , </u>	Forenede Brygg, 1,030 —90 Forenede Damp, 221 +6	Banco Com'la 83,950 Bastogi-IRBS 600 -5		Jaioina Math t5.4 +0.1 Now World Dev., 6.6 +0.25 6HK Props t4.3 +0.1	Tokyu Corp 1,830 +303 Toppan Print 1,540 - t0 Toray 700 +6
on the second	CNT Hid	Centrala 3,595 C.I.R	SWITZERLAND	Sholl Elect 0.95 +0.01 Swire Pac A 13.40.1	Toray
	Privatbanken 2564	Cradito Italiano 3,315 + 15 Flat	Aug. 14 Frs	TV-9	Victor 9,870 -60
	Provinsbanken 330 —5 9midth :F.L.1 8 264 —4 Sophus Berand 780 —5	Italcoment	A0la lott	140414	Yamoha 695 ' +7 Yamalchi Sec.,:1,890 +90 Y'manouchi Phrn 3,140 + t40
MAI OPTION	9uperfot 265 ' -17	Pirelir Co 7,530' + 75	9rown Boveri 1,650 -35 Ciba Oolgy 3,295 -15		Yamazak: 1,500 · -20 Yasuda Fire 948 +99
MAL OPTION	FRANCE	Pirelli \$pa 5,500 Salpem 5,60086 Snia BPD 5,900 +200	00. Part Corts 2,360 -20 Cra0lt Suisse 3,750 +5 Elektrowatt 3,850 +20	Aug, t4 Prico + or Yen —	SINGAPORE
in kindigel, film	Aug. 14 Prico + or	Toro Assic 98,495	Frechar : Geo: 1,755 +5 Ho1f-Roche PtCts 104,250 + 1250	Afino moto, 1,990 +20 All Nippon Air 1,190 Alps Electric 1,650 —30	Aug. 14 Price +or
to realize to	Emprunt 41% 1973 1,575 -23	NETHERLANDS	Jacobs Suchard . 8,250 +85	Asshi Chem 952 +17 Asshi Glass 1,200	Boustead Hidgs 1.09 +0.01 Col0 Storage 3.64 : +0.02
The state of the s	Accor	Aug. 14 Price + or	Landis & Cyr	Bank Tokyo 945 - 785 9riOgestone 646 - 5 9rother Indo 626 - 4	Conling 4.59 + 0.24
a code lende	91C 508 -6 Bengrain, t,950 +20 Benyques, 1,885 +25	ACF Rolding 376.53+5.5	Pirel II 455 -5 Sandoz (9rr 10,700 +50	Canon 995 —25 Caslo Como t,260 —20 Chugai Pharm 1,230 —20	Haw Par, Bros, 6.29 +0.89 Nong Leong Fin., 2.55 +0.11 Inchcape 9hd, 2.33 +0.05
4	BSN Gervals 4.095 + 15 CIT Alcalel 9.020 - 20	AEGON	Give + 475	Dai-ichi Kan. Bk. 1.700 +10	Malay Banking 580 +0.01
		AMEV	Surveillance A 7,535 Swissar	Dai Nippon Ink 814 +9	Multi Purpose 0.44 +0.01
		AMRO	Swiss Reinsca17,050 + t00 Swiss Volksbk: 2,480 t0	Dalwa House 1,560 +40 Dalwo Sec	Public Bank t.03 —0.05 Sima Oarby t.44 —0.05
* * * * * * * * * * * * * * * * * * * *		8uehrmann Tot. 212.5 +2 Ca6end Higs 19,6 -0,4 Dordtsche Pet'm 182,5 +t,5	Union 9ank 5,68040 Winterthur inh 6,600 +50 Zurieh inc 7,350 - 25	Fuji Bank t.740 +70 -	Singapore Air 7,50 : +0.18 6ingapore Press. 9,40 +0.10
	C8810[Elsevier-HOU 936 . +3 . Fokker 79.2 +1		Fuiisavea 1320 i - 60	5traits Trdg 3.24 + 0.10 Tat Leo Bk 9.50 + 0.06 UOB, 4,24 1 + 0.22
8.54 814 1-	THISTER IN THE PARTY OF THE PAR	Gist 9rccadeo 66 +0.2 Helnaken 185,4 +9.4	AUSTRALIA	Fujirsu	SOUTH AFRICA
4.	L'Oreal	Huntr Doug NH . 67.9 +0.7	Aug. 14 Aust 8. —	Hitachi 930 -25	Aug. 14 Price +or
	Maisons Phoenix 204.5 -1.5 Maira S.A	KLM	ACI Intl	Hon0a	Abercom 9,80' +0.65
ACTIVE STOD	Moot Hennessy 9,398 +84	Nat Ned Cart 98,5 +3,2 NeO Mid Bank 222 ; +5	Amcor	ton (Chamana) 934 454 [Anglo Am. Coat 29 . + 0.25
and the second of the second	Pernod Ricard 1.035 +17	Nedfloyd	Ashton	Jac	Anglo Am, Gold 994 —5 Barclays Bank 21,25
70 No. 1	Petrolet Fra 394.5 +1.6	Pakhoed	Aust. Nat. Inds 2.69 —0.82 Bell Group 9.4 Bell Res 4.5 —0.06	Kao Corp t,570 20	Barlow Rand 19.60, -0.05
for State of an	Printemps (Au.) 502 +7	Robeco	Borat 4.25 -0,5	Kobe Steel 1,560 1 +40 {	Curris Finance 4.00 +0.16
	Redouta 1,655 +44 Roussel Uciar 1,685 -10	Royal Outon	2 ridge Oil 0.750.02	Kubata	F. 8. Cons 35.26
	Skit Rossignol1,283 —8 Telemec Elect 5, t25 —86	VNU 340 40 I	Surns Philo S.60.06	Kumagai	Highvelp Steel 6.60 +0.05 Maleor
ILLS YESTER	10000500 (021-1-1-268 . w	West Utr Bank 50	C5R 2,78 +0,06 C5R 5,9xc +0.1	Mazda Motors 383 5 .	Nedbank
IFTO IESITA			Clarement Pet 0.81 ~ 0.01 Coles Myer 4.68	Me'la Selka 915 +5 MIE 1,26040 M'bishi Bank 1,700 +30	Rust Plat 53,25 -0,75 Sairon 16,75
7 7	exchanges and ore test traded	Olicon, 2 healings onebounes.	Consolidated Pot 0.t 1	M'bishi Corp 1,060 + t00	SA Brews
i.	xO Ex Orvidend, xo Ex scrip issue in Kroner.	a m eu mhiraí va ez ant a Luca	Elders IXL 4.85 + 0.85 Energ Rea 1.5 + 0.85	M'bishi Elect 470 ' +4 ' M'bishi Estato 2,500 ' -10	Tongaal Huletts. 7.60
b a	OXXIIIX IIXIIX	COT INTEREST			
بيّ	OVER-THE-	COUNTER	Nasdaq national market,	2.30pm prices	

OVER-	THE-	COUN	TER	Nasdaq national market, 2.30pm prices
OATV.		COUIT.		Nasaaq nacional market, 2.30pm prices

Get your News early Eine Zeitung erst mittags geliefert, hat für Sie nur den halben Wert.

Damít Sie Ihre Financial Times noch vor Geschäftsbeginn erhalten, haben wir unseren Botendienst in Ihrer Stadt weiter verbessert.

Einzelheiten erfahren Sie von Financial Times in Frankfurt.

in Stuttgart Rufen Sie die Abonnenten-

Abteilung an. Telefon: 069/7598-0 The Financial Times (Europe) Ltd.

Guiollettstraße 54 6000 Frankfurt/Main 1

Şeles	Stock	High	Lper	Close	Ching	Sales	Stock	High	Law	Cose	Cang	Seles	Stock	High	Low	Close	Crag	Salez	Sweek	High	lew	Case	Çmj
	TOR						CPst5 8 1 Cons Gas	58's 528's	65 ₄ 29	6°•		9900	Lobiaw Co Lumonics	\$13°4 \$17%	175g 13	12% 15%	7.	5757 7320	Semi-Care Semi-ak-A-1	1	$\frac{y_{i}}{y_{i}}$	2	
	Prices	at 2.3	MD 111L			100	Con Glass	\$237	23	:5-			AVICE	5 8		,	- 11	A615	Shell Car.			<u> 3</u> 5	•
		gust				10800	CTL Bank	\$103g	1015	10%		1.29	McIan H X	\$19	19/3	:4	·	400	ylanını Spidtet	<i>[*</i> .)	1.5	V (
		,	-			220 500	Conwst B Corby	2201,	50, ⁷	511 2012		7300 51425	Meta HY I Macmilan	\$1(1) \$38! ₈	1	77": 38		10675	Spisien Spisien Arro 1	3777	3.0		
	AMCA Int	314			- 59	400	C Falcon C	517	16.	15	~ I,	3659	Magna A I	\$35.	366.	3	10	[ek:	Significant A 1	211	20		
950 1180	Aberlard Abibbi Pr	485 \$234	485 235 ₈	485 235	-5 -3 ₈	6933 500	Costain Lid	105 \$14%	100 14 ¹ 9	102 14	+ 2	1000	Maintime I Me Intyre	\$15°	11 I ₄	260		117975 158	Calabora Salotte	3.50	200	- C 4	٠.
4400	Acklands	\$191,	161,	1912	- 15	600	Crowns	579	284	250	- ½	1.933	Minri Res	305	75	ill's	1.00	2.019	1	2. 47.	100	÷.	
9475 15850	Agnica E	\$2:5	271	2714	- 3	831P	Crawns A 1		12.0	1219	-		Mittel Corp	\$6 g	€.35	L _A	-		Testa Nh		2.		- :
1000	Albria En Albria N	\$125g 0121g		12%	+ 18 + 78	25700 2300	Czar Res Denison A (144	135	136	- 3		Molson A f	5.5	. N.	26 265a	-'1		Transport of the	874 136 a	41	•	:
51170	Alcen	\$425	421	421	_	2400	Denison 8 1		51,	5		17500	M Trusco	Siria	1774	12%	- '6	200.00	Tot Lin be			.::	
508 42300	Algo Cent Algoma St	\$22 513/a	1334	22 133,	+ 72 - 10	400	Develoon	300 Se1	300 83 ₉	773	-	39521		5,40.,	11.0	111		200	The Cart The Said Disc	18 ·		4.1	
19307	Asamera	587	850	81	- 10	1000	Defasco	\$23	774	20	- '4	1200	Mulphy Nat By Can	\$1 's	17'y 75'y	7.	٠.		ladar Ind	<u>; </u>	Э.		- •
1818	Alco I f	383	811	814	-	77914	Dome Mina	\$91,	6.	g	- :	25351	td Vg 1:co	4.11	2712	77.			Trader : A. I.		• 7	21	٠.
200 200	Atco II BC Sugar A	\$81 ₄ \$21	614 20:	814 2014	- 18 + 1a	44305 1308	Dome Pete O Te-lia	130 5194	124 15%	128	-5	2500 481	NII Capa 1	891. 813%	163 ₄	917 150a	- '4		TiCob P A. Tuel 19	110 514	14	100	
1700	BGR A	\$8	9	5	-16		Domtas	\$3:	313	314	- S		Noiseca	5167,	16,4	1000		75-4600	Street III DA		-		٠,
1456 14480	BP Canada Bk BGol	\$291 ₂ 255	29	29°. 250	+1	600	Donohua	\$261 ₄	26		-34		Noteen	\$1315	131)	131			In Zam Piz Transport		25.0		
6121	Bk Monti	5325	250 323 ₈ 153 ₄	3254	+14	1600 173600	Du Port A Dylex A	516	343. 16	342. 153	Ξ\ <u>*</u>	3821	North ord I	5.7	12% 10%	12.5	= 14	15/17/1	Andre.	1.3	λ.		_
	Bk NScot Bell Can	616 \$383 _a	1534	157	- :6	52444	Ecnd Bay	5264	. 55	26			No Tel	و زائدي	40:4	40	• •			5.2	7		:
82 82	Sinesky	290	38% 270	381 ₄ 290	÷ 20	100 8700	Emco	5314	3114	-	- 14		Gorthgat Nea Alfa I	\$5 460	51 ₄ 450	5 4:0	- Is -5	2103	Transfel III. Jozeph			-	: '
124	Bonanza R	170	160	170		1500	Equity Syr	\$5.8	480 20	425 20	-77	04200	Nowsco W	\$144	12	12%	- 7	1030	Chips in the	فدا	1.64		
997 D	Bow Yely Braiome	\$11 ² ₂	117 ₈ 165	1114	- 'a + 15		Fichbrdg	5193	1634		- 5-	4000	Nu Wirst Number	\$81	ê.	b.	- 12		Un Collect U. Fritzera	\$1: (*)	1.	25	. :
034	9ramalea	\$2234	2212	2214	- 14	800	Fed Fron	516 ° \$2:	1534	15°a 27	- ià	599.	Carword	265	20	.+0	- 13	1400	D. C. Brid	100			
300 200	Brascan A Brkwater	\$25°8	251 ₄	254 54	- 3	25	Firming A	615	1.5	15		1290	Oakad A 1 Onlega Hyd	155 475	150 410	11.0 410	- 5	1:50	On Corp. Act 9 Act	221 T		. ·	٠.
M.	BC ForP	\$131	127	12	-3	1200	FCity Fin Gandati	6135 585	يا131. 85 ₄	131/2	- 8	3500	Ostava A (23	73.	- 5		Acres to 12	113	1.5	1.	
35 96	BC Res	125 \$27	125 281 _a	125 26		1800	Geac Comp	475	470	470	->	10170	PacW And	\$17%	1: 7	17.76	+ Ie	11.0	Marshall (1974) Marshall (1974)	145 5		17.	• •
00	Brunswk	\$131	13%	13.	- 'a	700 200	Gendis A Giant YA	\$191. \$21	193,	:90g 21		20500 1800	Pgulin A 1 Pambul	5123 5174	1475	147	- <u>-</u>	970	6 g 1 · 4	11.5	16	i	•
1900 190	CCL 9 I	\$117		111 ₂ 184 ₈	-34	10100	Goldcorp 1	5.	744	71,	-	4130	PanCen P		2511		• •		Watter B B. Horieg		:	10.	
30 30	CAL	\$185a \$27	183 ₈	27	+ %	200 100	Gration A I	\$16 ³ 4	184 263	193 ₄ 263,	- '9	31850	Pogasus	5:0', 514',	10'4	10%	7.	3.	West of 1	5.7	io,	1.	
	Cad Frv	\$317	305	315	+ 5	12040	GuarPA !	\$12.	124	125	- :	22409	Pjewi 4 f	\$12.4	1214	1. ,	•		Version	: .			
56	Cambridg Camp RLk	\$241, \$257	2512	251 ₂	-1	22436 825	Gull Can Hawker	\$141 ₄	14	121	• •	1200	Pint Point Placer D	2	9 27	200	.		Wilder District	514			-
00	Camp Res	205	205	205	+ 10	1410	Hayes D	5144	144		÷ :e	C-SO	POCO PLI	St n	54 W	8 •		F 145	Author 1971)	57.5	C 26 1		. : '
00 00	CDC I	\$28 \$815	27'4 9'4	271. 612	+ %	56100 399	Hees Intl H BayMn s	237.	3174				Four Car 1	\$167 \$187	10%	19	-7	nübl.					
000	C Nor West	\$15	1434	15		98	H Bay Co	526	2834	£°₃ 25°₅	- '5		Out: Storg	35	79%	4	- 15		NON				
400 450	C Packrs Cl Bk Com	\$161 \$175	151 <u>.</u> 175	161 ₂ 173 ₀	+ 18	10400	Husky OH	SSIA	8,6	816	-15	533	Que 1el	215%	15%	15.			MON				
00	C Marconi	\$253	253	253,	+ 1		Imasca Imp Oal A	\$35 \$41%	واشق ونتك	344g	-7	600 5601	Quebecai Ваном	\$15°e \$50	1. 1 5 a	15.0	- 10		Closing pr	crs.	lagra	00.00	
100	C Occental CP Ltd	5185	18:	1612	- 1 ₈	192927	Inco	51674	16"	15'-	- 18	5103	Rayrock 1	Sb	P.9	64	- 5		Barte Mont	5	٠.		
	CTIFE A !	\$151g	14.	15 14	- '8	500 2900	Indal Inland Gas	01=5 ₈	144g 144g	145	+ 1 ₀	1343	Redualth Proposit R	22574	797. 2005	35			Landazion	200		1.1	•
111	CUII A 1	\$1814	1818	161 ₈	-	19300	innopac	61:	177	10.14	- 14	550	Accident A I		211	:4	21.		Pyritials Objective		30.0		
00 D	Cantor Canton A	\$14 517	133 ₄	1334	- u	23960	Inter City	\$15	15	75	-20	60000	Rio Algora	573.9	23	_	•	150770	Charace.	\$11	T_{ij}	11	
	Cera	81012	10%	1012		200 46685	Inter Proe	5117	111/ 381	111.	-1	500 67790	Rogers & f	5.76 500'a	76		-4	1000	Ca Zinduru	3	::	٠,	
0 600	Cara A I Carl OK	593g	91a 1214	93 ₈		2289	Ipsca	SBI	81.	٠.9	~ Ie	200	fleman	\$10'9	10%	la-A		114.6	The co. in a	\$ ()	100	*;	- 1
	Carmo A	15	14	18		1000 2400	Ivaca A 1 Jannoce	\$201- \$251	25	20.7	9	60363	Royal Brit. Rutron A	\$231 ₁ \$33	33				Vallet lagis fali	31.	1.	17	
	Celaneso	61612	1612	167:		1000	kerr Add	\$16-	16	1612	- 14	11200	Royer	340	375	3			Market Company	\$. 1. : 1.	C^{μ}		
)O	CentFO A	\$81. 519	1834	62g	110	1650 4813	kiena Grd Leban	\$35°	. 5	25	- 4	5434	SHL Sect St. ComA 1	\$151	191	19	1.4	2004	Cost of the		ŗ.	4.	
150	Chieften	57014	1013	101 ₈	- 34	15265	LL Lac	524	24	41,	-15	300	Septie	NO.	207	1	٠.	1,87	Property A		1	12.5	
996 00	Computos	0127a	12%	127g	+ 16	8100	Lacane	59	9:2	en.	•			\$1614	17.4	16.12	1.0	10471	Productions		1.	55	
2000	Computory	776	326	925	+5	2650	Ladlew A	523	27	23	• '6	5500	Scotts !	5.01	3916	ख		1177.1	Front Delicion	April 18	• • •	7.12	

									1986	Since Co	mailation	
	Aug 14	Aug t3	1	2	Abg 11	Aug 8	Abg 7	High	Low	High	Low	AUST
industrials	1,850.96°	1.844.49	1,83	5.48	1.811.16	1,782.6	1.785.2			9 1909.03 61 (2/1:88)		Metal
7:msport	755.13*	748.13	73	2.56	721.75	7128	716.7	5 830.8		830.84	12.32	Credit
Unitales	210.25*	209,18	28	7.13	205 64	204.6	294.5	8 287.4		207,45	10.5	BELG
[rading vol		J58.40m	131	.71	125 60	186.30	n 122 44		-	-	-	Coper
			٦		Aug 8	<u></u>	Nog 1	July	25	Year Age (Approx)	CAC C
nd Div Yield	4			_	3.20		3.82	1.7	5	4.65		GERM
STANBARE	AND POOR	s	_							T	-	FAZ A
		1	1		1		1 1	1	86	Sauce Of	entration.	HONG
٠.	Aug 14	Ang. 13		2 2	Aug 11	Aug . 8	Au1 7	High	Low	High	Low	Hang
ofusicals.	272.58	271.29	28	9,05	266.19	261.57	261.86	282,24 2/7	224.88 [227]	(2/1/88)	3.62 (38/6/32)	Banca
ompheite	246.72*	245.67	24	3.34	249.68	236.88	237.84	252.7 8 (2/7)	203,49 (22/1)	252,70 (2/7/88)	e,46 (1/6/32)	JAPAI Nikke Tokyo
	'		I	Γ	J aly 30	T	July 23	Ju 10		Year Ago (Арриих)	ANP.C
nd die gield nd. P/E Ru ung See Be	tio				3.16 17.22 7.47		3.07 17.38 7.27	17. 17.		3.6 12.6 10.6	13	NORM Oslo S
			_:	_	7.47		-21					5INGA Strait
LY.S.E. AL	L COMMO		_	_				RIS	EŞ AND F			SOUT
	atg Ang		ı	1986		_		- 1	Ang 13	Avg 12	До н 11	JSE I
	3 12	Aug		égh	Lone	_			13 (12	• • • • • • • • • • • • • • • • • • • •	93E II

	(2/1)			le charged	486 359	451 355	396 347
	NYSE-	Consoli	dated	1500 Ac	tives		
Stacks Testing Asherster	114 234 34 1347	90 D	We Bas We Big We Big	ous-Com . Phoso Phoso	Stocks Yraded 1,059,308 587,069 886,786 828,980 817,200	3.80p.m Price 12 Vo 773/o 28 Vo 23 Vo 33 Vo 33 Vo	Change on Day - Yu + Ya tanch - Yu + Ye
TURONTO	Aug	Ann	Aug	Aug	1	886	
	14	13	12	11	Kigh	Lo	w
Metals & Minks Composite	2,862.8* 3,833.4*		2,108.5 3,838.4		2,442,85 (21/3) 3,129,11 (18/4)	1,917.4 2,754.6	
MOSTREAL Portfolio	1515.77*	1,518.25	1,519.81	1,517.76	1,623,33 (15/4)	1,385.6	(22/1)

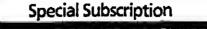
* Indicates pre-close figure

	Aug.	Ano. I 3	Aug.	Ang.	16 H _i ពួh	iee Low
AUSTRALIA All Oro. :1 1 80: Metals & Mnis, :1:1:80:	1163.8 556.5	1160,7 537,0	7149.2 533.7	1155.9 529.9	1527 0 577 500 0 577	1410.) 7 h 741,1 .00 5
AUSTRIA Creditbk Aklien (58-12-8)	233,69	255,70	225,05	255.24	296,64 (277)	520,65 S.F.
BELGIAN Brussel SE il 1 84;	3809,49	3806,59	3731,97	3167,54	2600,45 - 14 51	\$766,91-15-1
DENMARK Copenhagen SE (5:1 85)	285.44	200.03	206.21	206.71	250,70 - 15 41	193,65 - 5 1
FRANCE CAC General (\$1:12.72) InO Tendance (\$1:12.82)	585.57 146.2	364.0 147.2	253.4 146.8	ZR9.4 115.5	411,5 -15 5- 154,5 13 5-	257.8 2 1 101.2 .5 1
GERMANY FAZ Aktuen (31-12.56) Commerzbank (1-12-55)	674,30 2054,6	669.93 2020.0	£65.46 2002.0	665,00 2014.0	757,83 -17 4) 2176,6 -17 4-	543,92 20 7 1162,4 21 7
HONG KONG Hang Senp Bank-31-7.64	1925,16	1908.02	1985 00	1927.04	1951.29 -9 2-	1593,24 - 19 3
ITALY Banca Comm Ital. 1972	765.03	749.99	T44,97	789,57	998.20 -20 S	453 er (4)
JAPAN** Nikkel :16 0 49: Tokyo SE Now :4:1:63)	t8754.7 1513.09	16000.76 1495.74	17794,7 147 0 ,02	11479.1 1437.20	15264 7 - 14 6- 1515,69 - 14 e-	16491.5 -01 1 1879.45 -01 1
NETHERLANDS ANP.CBS Ceneral : 1970, ANP.CBS Indust ; 1970;	291.7 299.6	297,7 296.7	296.6 291.7	795.0 234.7	257,7 -15 St 250,6 -14 1	240,4 · 5 I'
NORWAY Oslo SE (4 1 85)	548.19	258.03	344.59	3:0.53	402,21 (10.1	201,61 24-
SINCAPORE Straits Timeo (50·12 66)	802.52	797.90	150.01	777.71	602,72 -14 8 -	M5,24 28 4
SOUTH AFRICA 4SE Gold :28 9 78: JSE Indust :28 9 78:	<u> </u>	1570.6 1296.0	1540.5 1267.5	1494.4 1.194.9	1605,4 : 11 > 1026,0 : 15 %	1103.1 21 4 1019.3 7 11
SPAIN Madrid 5E (50 12 55)	191,69	787.96	785.17	154,56	194,77 .17 5	100.85 5 1:
SWEDEN Jacobson & P (51-12-56)	2597.54	2592.54	2620,62	2561.90	2620.62 -12 9-	1629 57 20 1
3WITZERLANO SwissBank Cpn - 31, 12 58	537.4	537.3	533.6	502,8	€25,5 .+ 1.	241,7,251
WORLO M.D. Capital Intf. : 1 1 70:		345,1	340,7	337. 0	345,1 -15 m	\$49.8 -27 to
				**		- Processing

** Salurdny August 9. Japan feinter (2). TSE (c)

9ase value of oil Indices oro 100 except 9russels SE—1,000, JSE Cold—255.7, JSE Industrial—24.3, and Australia. All Ordinary and Eletals—250. NYSE All Common—50: Steadard one Peats—10: and Tetrolia Camposite and Metals—1,000. Toronto Indices based 1975 and Mantical Perilaha 4,1153. † Excluding bonds. 3 400 Industriats glue 46 Unitries. 40 Financials and Industriats glue 46 Unitries. 40 Financials and Industriats glue 46 Unitries.

Conv 9% '05 £100% + % Burmah Oil 379 + 7 Innry Prop 380 Abbey 182 + 20 Chloride 52 + 7 NatWest Bank 514 Appleyard 151 + 8 Courtaulds 269 + 8 Olives Paper Mill 50 Ashley Ind Trust 58 + 9 Davy Corp 130 + 11 Speyhewk 415 Babcock Int 191 + 8 Dixons Group 354 + 10 Sumrie Clothes 30 Bass 765 + 20 Extel 410 + 23 Victor Products 128	+ 8 +15 + 6	Man Ship Canal 630 -30 Plessey 194 -6 8 Saville Gordon 78 -6 5 Viewplan 53 -21 6 † Change based on price at
---	-------------------	---



HAND DELIVERY SERVICE

of the

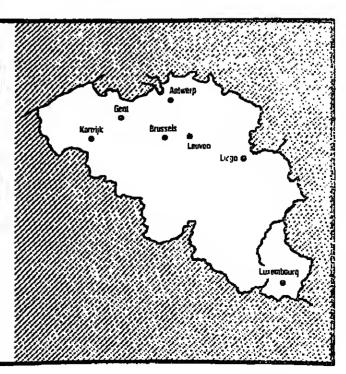
FINANCIAL TIMES EUROPES BUSINESS NEWSPAPER

in

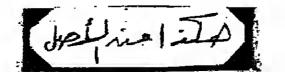
BELGIUM & LUXEMBOURG

You can obtain your subscription copy of the Financial Times, personally hand-delivered to your office in the centre of the cities indicated, for further details contact:

Philippe de Norman d'Audenhove Rue Ducale 39 Hertogsstraat B-1000 Brussels Belgium Tel: (02) 513 2816 Telex: 64219



Prices at 3pm, August 14	NEW YORK STOCK EXCHANGE COMPOSITE PRICES
2015 1114 A-Scheller 2016 18 1 19 1 19 1 19 1 19 1 19 1 19 1 19	



V 5/2

NYSE COMPOSITE PRICES	AMEX COMPOSITE PRICES Prices at 3pm, August 14
12 March 10 10 10 10 10 10 10 1	Seek 16 F 100 step 1 to Clear Dang Seek 10 F 100 step Seek 10 F 100
270 - 280 -	According 79 17 of 79 mg 10 mg
28 3 Sevin J 33 Sevin J 33 Sevin J 33 Sevin J 33 Sevin J 34 Sevin	Section 19 18 79 77 79 79 79 79 79 79 79 79 79 79 79

FINANCIAL TIMES WORLD STOCK MARKETS

WALL STREET

Strength on lower rates optimism

CONFIDENCE in the downward trend of interest rates enabled Wall Street stocks to overcome some early profittaking yesterday, urites Terry Byland in New York.

However, the advance faltered at midsessioo when bond prices gave ground. At 3pm Dow Jones industrial average was up 2.81 at 1,847.30.

The advance in stock prices was hesitant, but analysts were impressed by the market's ability to resist profit-takers, who were expected to take advantage of

this week's strong rebound. Despite the mixed signals from the US, Japan and West Germany, Wall Street remained optimistic on prospects for another round of interest-rate reduc-tions. Stock-market speculators were unwilling to allow share prices to fall back over this weekeod although most European markets will be closed and actioo on global interest rates is thought

On the domestic front, the market made little response to the minor gains in US retail sales and business inventories. Further data, due this week, is ex-

Frankfurt

Dec 1,1953-100

Paris

Dec 31, 1962-100

1982

STOCK MARKET INDICES

NEW YORK

LONDON

FT-SE 100

FT-A 500

TOKYO

Nikkei

Tokyo SE

AUSTRALIA

All Ord.

AUSTRIA

BELGIUM

CANADA

Metals & Mins

Credit Aktien

Belgian SE

Composite

DENMARK

FRANCE

CAC Gen

Ind. Tendance

WEST GERMANY

Commerzbank

FAZ-Aktien

HONG KONG

Hang Seng

Banca Comm

NETHERLANDS

ANP-CBS Gen

ANP-CBS Ind

Oslo SE

SINGAPORE

Straits Times

SOUTH AFRICA

JSE Golds JSE Industrials

Madrid SE

SWITZERLAND

Swiss Bank Ind

MS Capital Int's

Silver (spot fixing)

Copper (cash)

Oil (Brent blend)

Coffee (Sept)

London

Paris (fixing)

New York (Dec)

SPAIN

SWEDEN

J&P

ITALY

Toronto Metals & Minis

FT. A All-share

FT Gold mines

FT-A Long gilt

DJ Transport

S&P Composite 246.32*

1983

August 14 Previous 766 - 1,847.30° 1,844.49 1,318.98 752.00° 748.13 674.16 156.19

245.67

1,588.2 1,581.0 1,293.1

780.13 857.75

9.55

16,264.70 18,000.76 12,419.6

1,515.09 1,495.14 1,000.04

1,263.2 1,261.0

230.1 233.7

1,163.6 1,160.2 536.5 537.0

233.69 233.70

3,809.49 3,806.59 2,320.44

2,062.8° 2,069.6 2,073 3,033.4° 3,038.9 2,783.1

1.515.77° 1.519.35 136.03

203.44 206.03 213,18

874.30 669.93 481.67

1,925,16 1,908,02 1,691,73

765.09 749.99 351.02

298.70

348.19 348.03 345.07

802,62 797.90 751.56

n/a 2.592.54 1.342.01

Prev

340.7

354.50p

£879.75

\$14.00

\$384.20

\$384.75

\$393.70

n/a

£1,812.50

1,572.6 1,296.0

181.68 187.88

537.40 537.30

Aug 13

345.1

COMMODITIES

GOLD (per ounce)

298.60

297.70 216.1

81.78

459.5

217.0

365.35¢

€880.50

\$14.00

Prev \$385.50

\$385.50

\$385.09

\$385,25

\$391.70

£1,847.50

2.034.60 2.020.00 1,420.0

148.20 147.20

384.00 216.0

79.6

783.63

861.63

1984

187.41

976.7

628.53

685.96

330.3

10.30

553.3

1985

BFr C\$

pected to confirm the sluggishness of the US economy.

The first signs of midsummer lethargy began to appear, but equity turnover speeded up when the market turned higher. Technology stocks, which have traced a mixed pattern receotly, gave a

good lead. IBM gained \$1 to \$135 in brisk trading, and also active was Honeywell at S67% oo a rise of \$1%. Burroughs, which said it expected to complete the Sperry merger today, edged up S1/4 to \$72.

Among interest-orientated issues, bank stocks were generally firm although the weak spot was BankAmerica which returned to its low of \$12, later steadying to \$12%, a net \$4 off after Mr Charles Schwab resigned from the board of the ailing Californian bank.

Navistar, formerly International Harvester, eased \$% to \$7% in a selling spurt which followed disclosure of poor trading results.

The Detroit car stocks lost their shioe as the major names trimmed production plans in the light of disappointing industry sales figures. General Motors, continuing to lose market share, gave up 5% to \$71%. Ford, strong earlier in the week, shed 5% to \$59%, and Chrysler lost 5% to

Stock in CBS, the TV network operator sprang into the limelight again, surging nearly \$10 before steadying at \$143%, a net gain of \$6% as the market pondered the outlook for the 23 per cent stake in CBS held by Loews Corp. Loews, at \$69%, gained \$1%.

Conifer, a Massachussets bank, bounded \$2% to \$54% after spurning Fleet Financial in favour of a \$62-a-

1850

1800

1750

1400

1350

1300

1250

1200

229.25

10.010

63.60

6% 6%

Yleid

Dey's

-0.01

-0.01

+0.00

+0.00

Yield

91% 6.43

106% 9.573

102% 8.363

98 6.302

Y643.

STERLING

Aug 14 Previous

1.4935 1.4860 3.080 3.075

2,120 2,115,25

2.0685 2.0620

229.5

3.470

63.70

8'4 4%

4½ 7%

6%4

5.85° 5.56°

August 14' Pre Price Yield Price

100142 6.399 100142 7.365

1011/52 7.021 1011/52 7.02

7.01

6.76

6.40 6.93 7.85

Price

1011 1/2 7.156 1011 1/3 7.16 991/3 7.295 991/3 7.295

Aug 14° Day's change

+0.12

+0.07

+0.02

+0.01

+0.29

Yield

August 14

106% 9.548

99 8.149

FINANCIAL FUTURES

Latest High Low Prev

100-28 101-11 100-18 101-01

94.60 94.64 94.59 94.66

93.80 93.84 93.78 93.76

120-09 120-13 120-01 119-26

n/a 94.20

Price

91.315

10.0175

1986 Aug

US DOLLAR

2.0620

153.70

6.7075

2.3235

1,419.5

42.65

1.3855

FT London Interbenk fixing

6-month US\$

SFr

FFr

(offered rate) 3-month US\$

US Fed Funds

Treesury

7% 2016

Maturity (years)

1-30

1-10

15-30

T & TA

3% July 1990

10% Jan 1993

General Motors

9% March 2016

Source: Salomon Brothers

US Treasury Bonds (CBT)

US Treesury Bills (IMM)

Three-month Eurodollar

20-year Notional Gilt

£50,000 32nds of 100%

Certificates of Deposit (IMM)

n/a

\$1m points of 100%

\$1m points of 100%

\$1m points of 100%

6% April 2016

CHICAGO

Sept

Sept

Sept

LONDON

Philipro-Sal

6 April 1996

TRW

US3-month CDs US3-month T-bills

1993

1996

Source: Harris Trust Savings Bank

Return index

156.20

148.30

150.62

184.65

Source: Merrill Lynch

SCBT South Central

6% March 1996 102% 8.363

9% March 2016 106% 9.265

2.0700

154.25

6.7350

2.3320

1,423.5

42.80

1.3885

US BONDS

share offer from Bank of New England. Stock in Ex-Cell-O jumped Slib to

S7614 after the board decisively rejected the offer of \$68 a share from Textron. Preferred stock in NL Industries added SW to S11% on an agreement with Amalgamated Sugar intended to lead to redemption of the preferred shares.

L'Air Liquide of France opened its \$29-a-share tender offer for Big Three. the Texan energy concern, which edged up S¼ to S28%. Hammermill Paper at \$64% added \$1% as International Paper began its tender offer of \$64.50 cash for each Hammermill share.

In the credit market, rates remained weak benind federal funds at 63 per cent - slightly higher than overnight but still at the lower end of the recent range. Some analysts believe the Fed may have already started to ease policy in order to

stimulate the economy. But bond prices began to erode at midday as European markets quietened down ahead of today's holiday in several

TOKYO

Record run on massive buy orders

ANOTHER RECORD was reached in Tokyo yesterday as sbares closed higher for the sixth consecutive trading day.
writes Shigeo Nishiwaki of Jiji Press.

Large-capital heavy electricals and chemicals drew massive buy orders, with interest spreading to trading bouses, geoeral contractors and securities bouses.

The Nikkei average gained 263,95 from the previous day to 18,264,71, eclipsing the previous high of 18,050,59 set on July 25. Volume totalled 1,606m shares, the second-heaviest on record, up from Wednesday's 1,540m. Gainers outpaced losers 452 to 400, with 120 issues un-

changed.

Despite Bank of Japan governor Satoshi Sumita's negative stance on a fourth discount-rate cut this year, investor expectations were high for co-ordinated interest-rate reductions by Japan, the US and West Germany, which would drive leading stock markets up further.

Against this background, individual as well as institutional investors were active from the start of the session. But issues which led the market upswing that

began on August 7 took a breather. Toshiba topped the active list with 104.07m shares changing hands, rising Y20 to Y628. Mitsublshi Electric, fourth with 75.51m shares, advanced Y4 to Y470. Sumitomo Chemical gained Y35 to Y448 and Mitsui Toatsu Chemicals Y29 to Y425.

Toray and Teijin, both synthetic fibre makers closed Y46 and Y28 higher at Y710 and Y585, respectively.

However, recently selected steels and shipbuildings came under profit-taking pressure, with Kawasaki Steel falling Y2 to Y219, Nippon Kokan Y4 to Y249 and Ishikawajima-Harima Heavy Industries

Buying interest in electric powers and gases weakened. Tokyo Gas dipped Y1 to Y878 while Tokyo Electric Power ended at Y6,400, unchanged from the previous day.

General contractors performed strongly. Kajima leaped Y70 to Y1,150, Taisei Y42 to Y688 and Ohbayashi Y37

Trading houses were bought briskly, with Mitsubishi soaring Y100 to a record Y1,060, surpassing the peak of Y1,020 reached in November 1979. C. Itoh added Y54 to Y834 and Mitsui and Co Y32 to

Securities houses also fared well on reports that the booming stock market would bolster the combined recurring profit of the "big four" brokerage houses in the year ending September by more than 60 per cent from the previous term. Nomura surged Y200 to Y3,300 and Dal-wa Y150 to Y2,140.

Their strong performances triggered rises in other financial issues. Tokio Marine and Fire Insurance jumped Y30 to Y1,640 and Sumitomo Trust and Banking Corp Y140 to Y2,640.

Bond prices eased, undermined by selling by dealer sections in banks and securities houses for profit-taking, although expectations for co-ordinated interest-rate cuts by major advanced countries remained widespread.

The yield on the benchmark 6.2 per cent government bonds, maturing in July 1995, fell to Y4.615 per cent in early trading. Later, selling increased as the yield slipped to nearly 4.600 per cent. The benchmark issue ended with a yield of 4.640 per cent, compared with the pre-vious day's 4.835 per cent.

SOUTH AFRICA

AFTER A WEEK of higher sessions, Jo-bannesburg turned easier at the outset of trading and continued around the lower levels until the close.

Gold issues faded in reaction to a lower bullion price. Vaal Reefs gave up R8 to R300, and Driefontein eased 50 cents to R81.50.

Platinums turned lower, with Rustenburg down 75 cents et R53.25, and diamond share De Beers ended unchanged at R33.25.

Coal shares staged a muted rally after their recent slide on sanctions worries. Trans-Natal firmed 15 cents to R7.30, and Anglo American Coal added 25 cents to R29.

Stockholm creeps up to a peak

THE FOCUS of attention on the European bourses remaided fixed on Sweden and the Netherlands yesterday as many investors prepared for today's market

Stockholm hit a new peak in moderately high turnover. The advance was not uniform, however, with some lead-

lux, also busy, retreated SKr 1 to SKr

shed SKr 1 to SKr 379.

Amsterdam held steady at its recently established peak as foreign support dried up and local profit-takers reasserted their influence. The ANP-CBS General index was unchanged at its peak of

FI 166 on its jump in earnings while publisher VNU sprinted FI 6.00 to FI 348.

KLM was an early feature with its Fl



price competition.

on profit-taking after its higher results

VW was DM 3 cheaper at DM 532.

and Dresdner Bank off DM 2.50 to DM 441.50. Insurer Allianz moved against the trend with its DM 35 rise to DM

Deutsche Babcock, which forecast im-

ing blue chips showing falls.

Volvo was one of the most active with its SKr 2 gain to SKr 405 while Electro-

Pharmacia and Asea released results after the close of business: the former finished steady at SKr 208 and the latter

Nedlloyd, which also reported a sharp fall in profits for the first half, dropped Fl 2.00 to Fl 161.00. Paper group KNP advanced Fl 2.30 to

2.70 drop to Fl 47.60 after revealing a 29

per cent drop in first-quarter profits due to the effects of the dollar and intense

Philips retreated 80 cents to FI 152.60 released on Wednesday.

Frankfurt was oarrowly mixed on a mild bout of profit-taking and some unease over the weaker dollar. News that the Bundesvank had not aftered its cree it policy had little impact on trading. The Commerzbank index, nevertheless, managed to show a mid-session gain of 14.6 to 2.034.8.

Car makers showed some of the largest falls. Porsche, reflecting the easier dollar, retreated DM 12 to DM 1,075, Daimler lost DM 11.50 to DM 1,247 and

Banks were broadly lower, with Deutsche Bank down DM 1.50 to DM 827

Bayer put on the best showing in a largely stable chemicals sector as it rose DM 1.20 to DM 288.20.

proved earnings for the current year, rose DM 4.00 to DM 187.00.

Sports goods group Puma was actively higher again with its DM 298 jump to DM 1,398. Other strong features of the session were AEG, up DM 5 at DM 312, and Nixdorf, DM 4.20 higher at DM

Bonds were active on strong foreign support pushing prices up 40 basis points on interest rate speculation. Sentiment was underpinned by the lower dollar and the overnight gains in the US credit markets.

The average yield on public-authority bonds eased one basis point to 5.63 per cent, according to Bundesbank data. The central bank sold DM 60.3m worth of paper after buying DM 3.5m on Wednes-

Milan was buoyed by strong demand for insurers. Sentiment continues to be underpinned by the belief that the official discount rate will be cut soon and by the strong earnings performance of some leading industrials.

Volume was boosted by yesterday's monthly deadline for option conversions, today's national holiday and Mon-

day's settlement session. Generali jumped L5,100 to L152,400 as Ras rose L2.600 to L57.500 and Toro

closed steady at L28.459. Buitoni io the food sector gained L795 to L10,495 in continued response to the

end of the "pasta war" between the US and the EEC. Paris was mixed to higher in moderale pre-holiday volume partly ascribed to a strong overnight showing on Wall Street and the lower French July infla-

tion figures. Zurich posted widespread gains with some softness detected among banks and insurers. Bonds were actively higher on hopes that West Germany would move oo interest rates. Brussels finnisbed mixed, and Madrid was buoyed by banks and constructions. Oslo had another busy session and closed mixed.

SINGAPORE

THE RALLY continued in Singapore yesterday, and the Straits Times index surged through the 800 threshold to finish up 4.72 at 802.62, its highest level for

Buying concentrated on blue chips although some secondary issues made

Keppel Corporation was one of the few issues to fade, losing I cent to SS1.86 despite an announcement of sharply reduced net losses for the half year to June and a forecast that the group would break even by the end of the year.

Banks registered strong gains. DBS, which will take full control of Singapore's largest discount company, National Discount Company, advanced 20 cents to S\$7.90, and OCBC added 30 cents to S\$7.85 while UOB rose 22 cents to

CANADA

MOST SECTORS turned lower throughout the day in Toronto, resisting the strength on Wall Street.

The retreat was led by industrial issues, with most-active share Amca International trading C\$% lower at C\$14%, Canadian Pacific slipping C5% to C\$14% and Northern Telecom down C\$% at C\$40%.

Oils, however, moved against the trend. Imperial Oil Class A advanced C5% to C541, Texaco Canada added C5% to C\$27% and Dome Petroleum moved 4 cents up at C\$1,28.

Montreal followed Toronto's lower

LONDON

Boosted by BP share placing

LEADING EQUITIES continued to use in London after a cautious start on carly speculation of an impending market development in British Petroleum, up 8p at 598p, and oround mid-morning Guin-ness. 3p lower at 327p, confirmed the sale of 18.8m BP shares.

UK broker Houre Govett and US investment house Salomon Bros combined to set a market precedent, giving Lon-don the first taste of the type of deal likely to feature regularly after the Big Bang on October 27. They bought the BP shares in a single block trade at a price of 575p a share. Hoare Govett later placed in the traditional way 14.8m shares with institutions worldwide at a slightly higher level, believed to be

576%p.

Confidence continued to grow throughout the afternoon, and the rT. SE 100 share index closed a net 7.2 up at 1,588.2 while the FT Ordinary share in-

dex finished 2.2 higher at 1,263.2. The ending of the recent buyers' strike touched off a recovery in gilts extending to in the longs before the gains were pared to around it.

Chief price changes. Page 29; Details, Page 28; Share information service, Pages 26-27.

AUSTRALIA

SENTIMENT. REMAINED bullish in Sydney ahead of Tuesday's budget announcement, and prices ended firmer in

The All Ordinaries share index continued to inch ahead with a gain of 3.6 to 1,163.8 while the All Industrials added 7.6 to 1.853.9. Quality industrials were the chosen

sector of the day, offsetting a worse than expected July current account delicit of A51.56bn.

Brambles, the transport group, put on 12 cents to A\$6.20 while BHP added 4

cents to A\$8.30. Gains filtered through to other issues especially in the property, finance and

media sectors. Lend Lease advances 10 cents to. A\$8.50, and Hooker rose 5 cents to A\$2.35 while News Corp added 60 cents to A\$22.90 and Industrial Equity ended

HONG KONG

10 cents higher at AS8.50.

EARLY GAINS in Hong Kong slightly eroded by profit-taking, but most shares managed to hold on to some of their rises.

The Hang Seng index, which broke through its high of 1,931.29 at one stage early in the day, ended up 17.14 at 1,925.18.

Speculation that interest rates would fall bolstered property issues. Cheung Kong rose 20 cents to HK\$24.30. Hongkong Wharf a similar amount to HK\$8.10, Hongkong Land 10 cents to

HK\$6.35 and New World Development 25 cents to HK\$6.60. Overseas buying boosted commercial and industrial issues, with Hutchison Whampoa 25 cents higher at HK\$33.75 and Jardine Matheson 10 cents up at

To All Holders of

The Gillette Company

4%% Convertible Debentures Due 1987

Convertible into Common Stock of The Cillette Company Redemption Date: September 16, 1986

Conversion Right Expires: September 16, 1986

A Notice of Redemption of the captioned Debentures (the "Notice") was published in The Wall Street Journal and the Financial Times by The Gillette Company on August 13, 1986.

NOTICE IS HEREBY GIVEN that the Debentures may be converted or redeemed in accordance with the terms of the Indenture and the provisions of the Notice at the offices of the following Paying and Conversion Agents:

Morgan Guaranty Trust Company of New York 38 Stocker-trasse Zurich. Switzerland

Morgan Guaranty Trust Company 6000 Frankfurt Main. West Germany Banque Internationale a Luxembourg S.A. 2 Boulevard Royal

Morgao Guaranty Trust Company of New York Rome Office Via Abruzzi 2 00187 Rome, Italy

Morgan Guaranty Trust Company New Yurakucho Building 12. 1-chome, Yuraku-cho, Chiyoda-ku Tokyo. Japan

Bank Mees & Hope N.V. Herengracht 548 P.D. Box 293 Luxembourg Amsterdam, 1000 Morgan Guaranty Trust Company of New York Milan Office Piazza del Carmine, 4, 20121 Milan, Italy Morgan Guaranty Trust Company of New York Avenues des Arts 35 B-11:40 Brussels

> Morgan Guaranty Trust Company of New York 30 West Broadway New York, New York 10015

> > THE GILLETTE COMPANY

Morgao Guaranty Trust Company of New York P.O. Box 161

Morgan House, I Angel Court London EC2R 7AE, England

Morgan Guaranty Trust Company

14. Place Vendome

Paris, France

Dated: August 15, 1986